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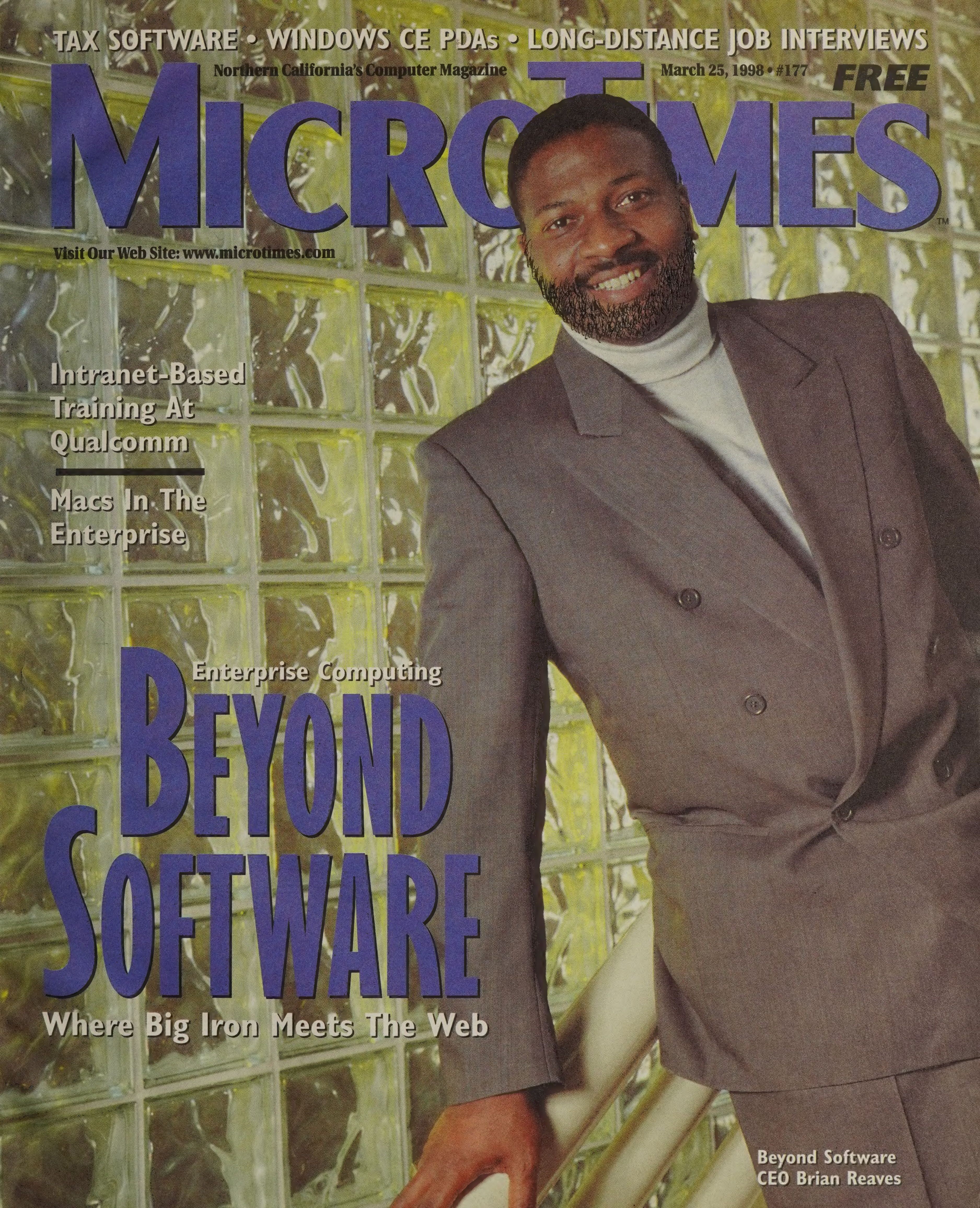

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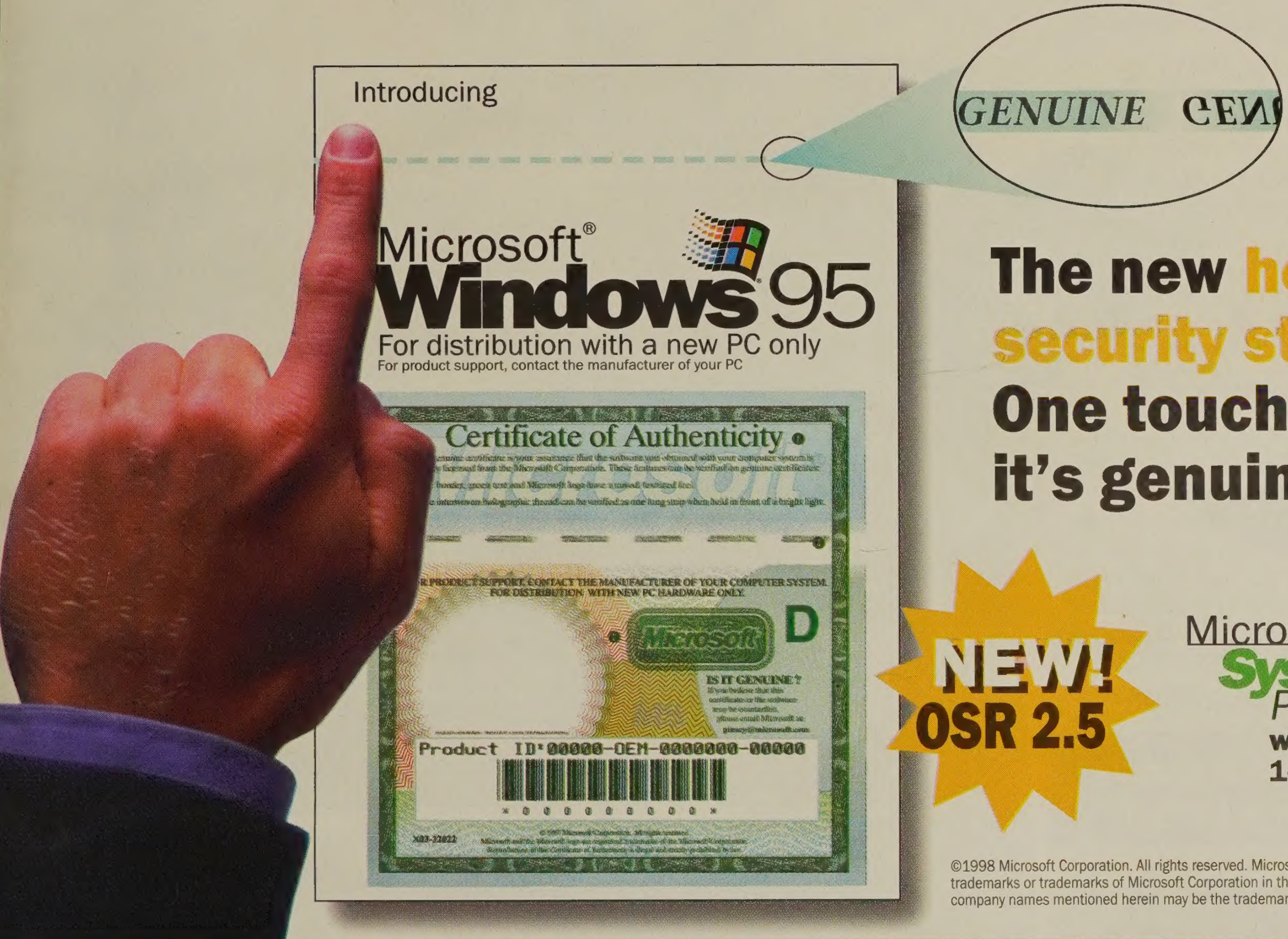
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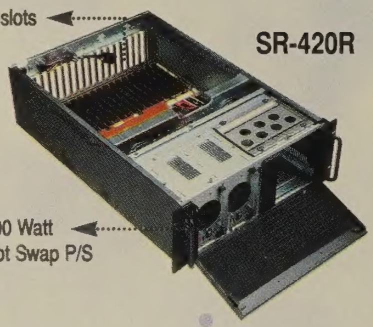

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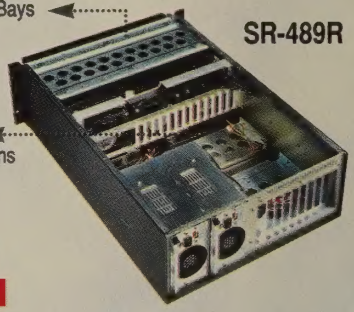

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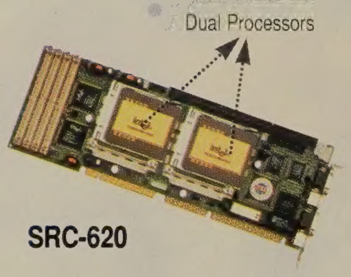

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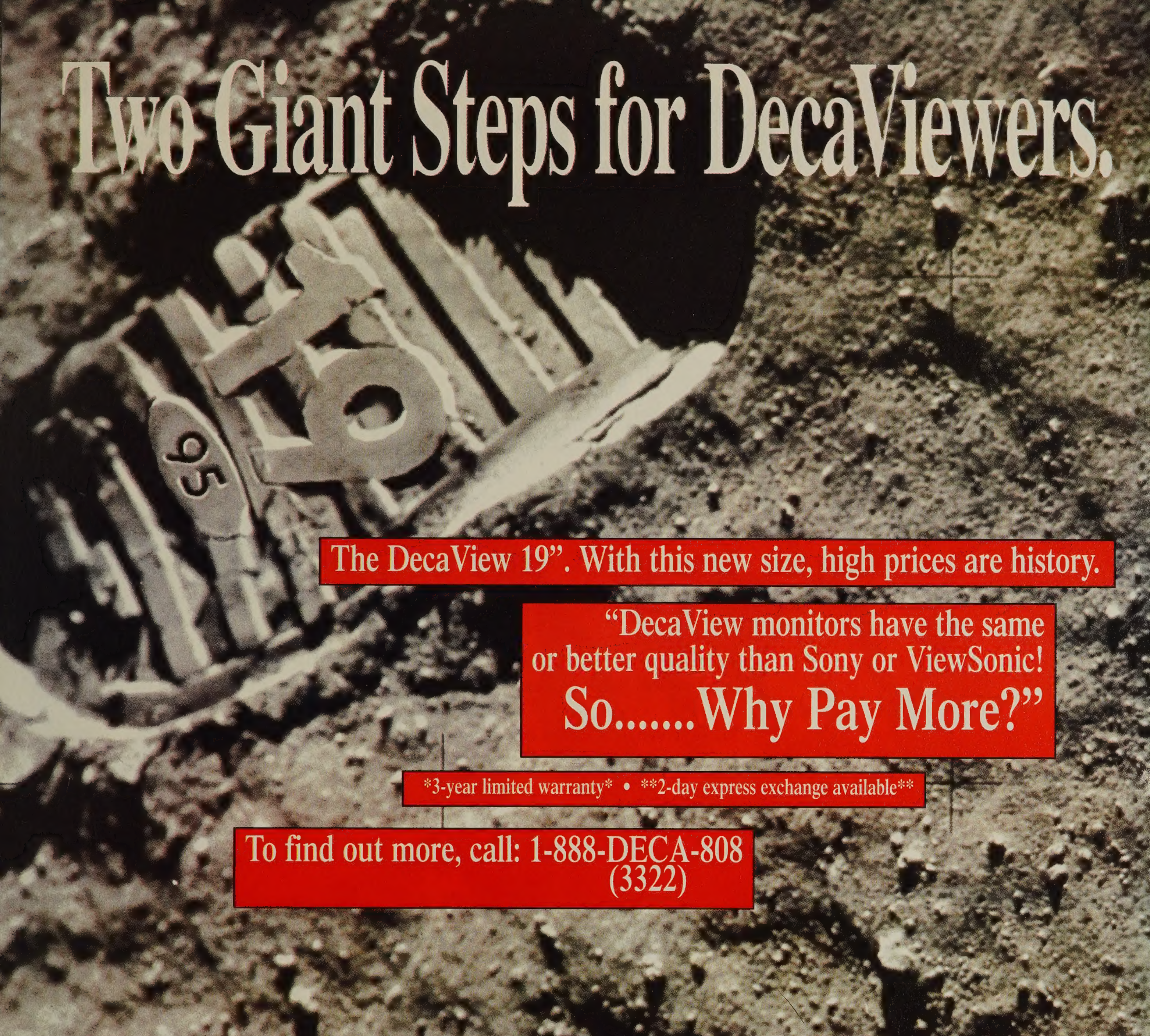

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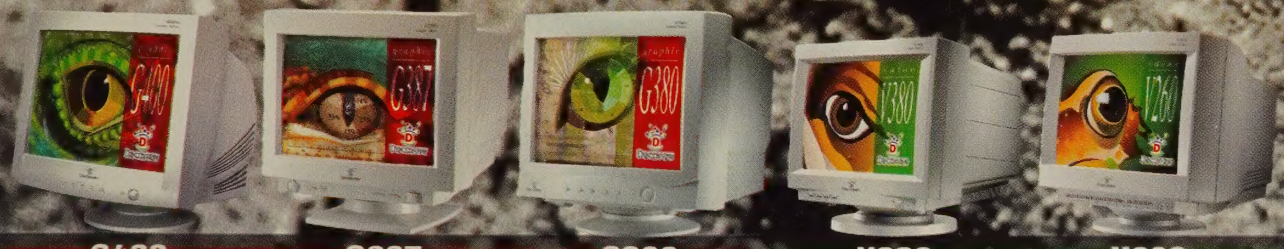

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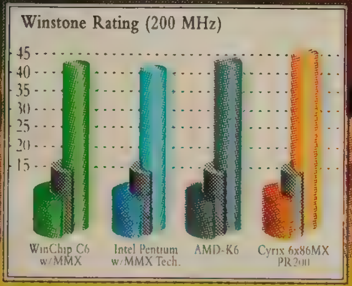

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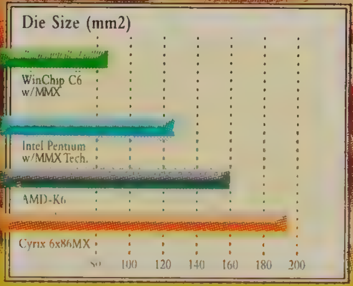

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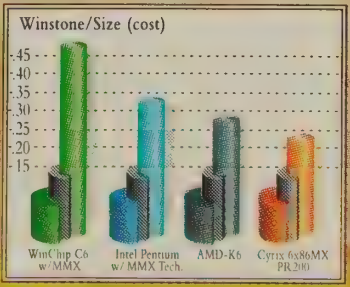

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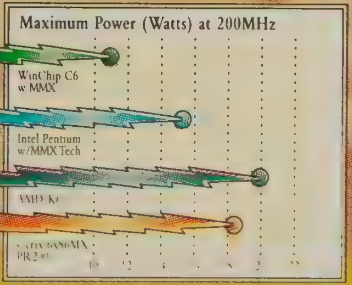

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KM-761	17"/16.1"	1600 x 1280	OSD	* .25mm
KM-810	19"/18.0"	1600 x 1280	OSD	.22mm (Horz)
KM-835	20"/19.0"	1600 x 1280	OSD	.28mm
KM-950	21"/20.0"	1600 x 1280	OSD	.22mm (Horz)

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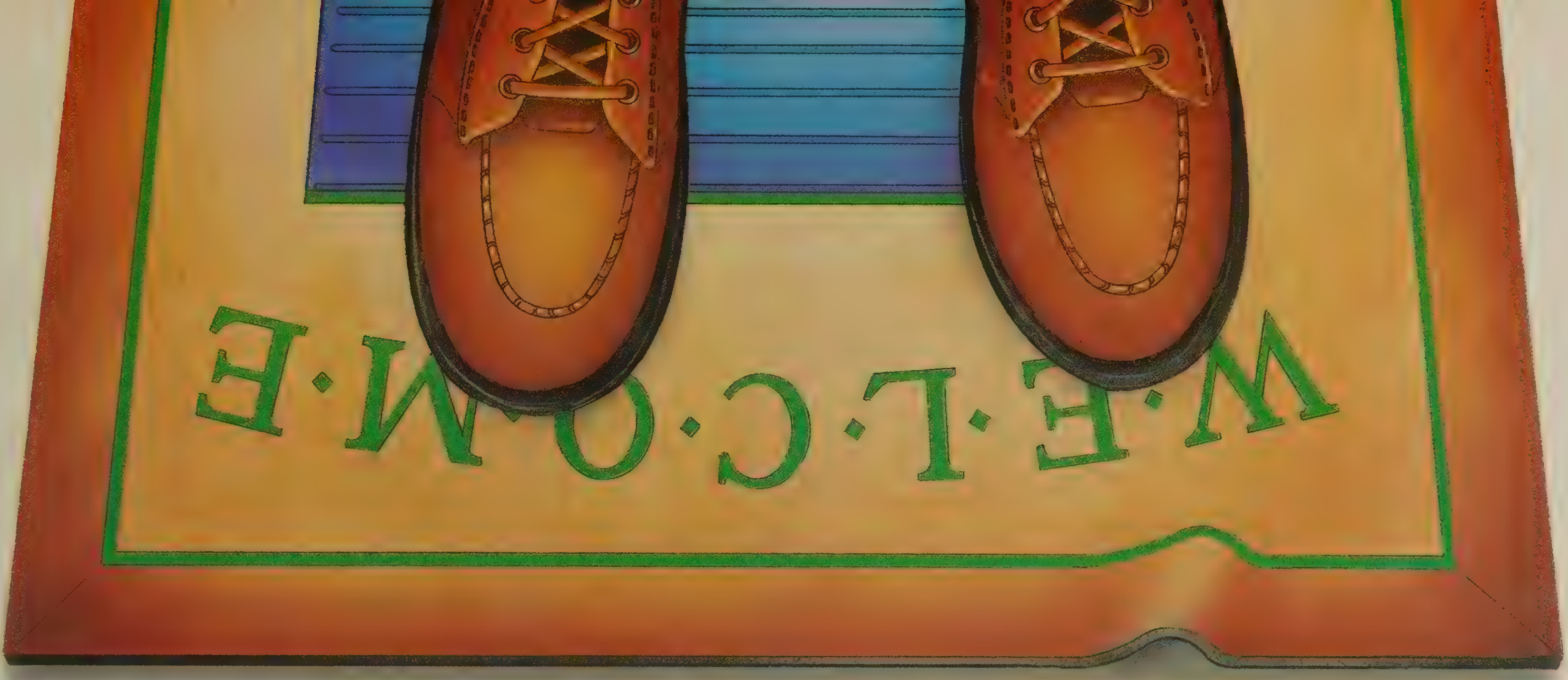

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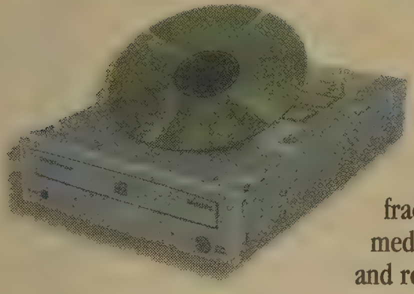

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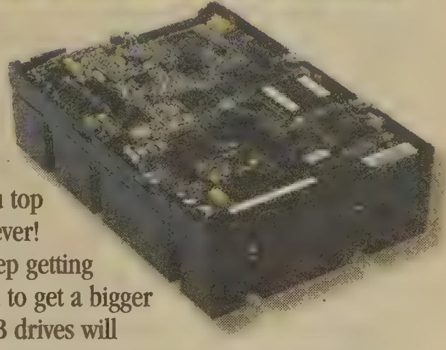

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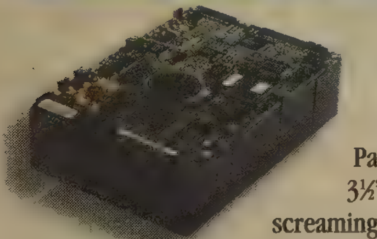

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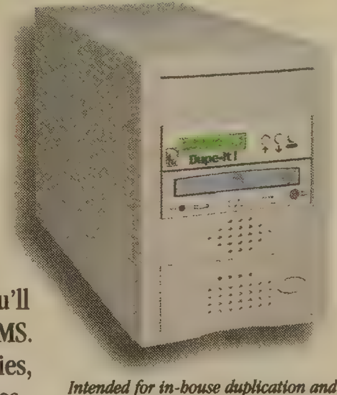

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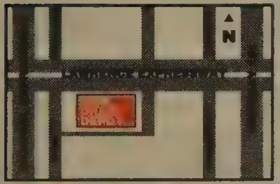

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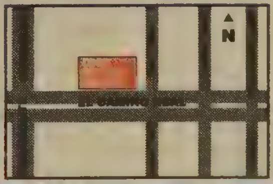

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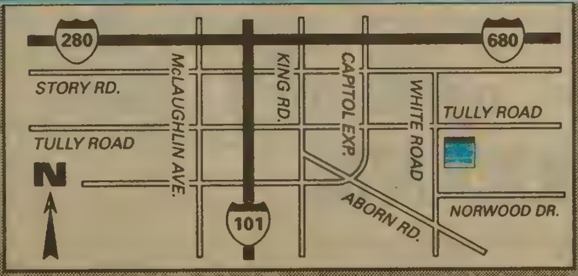

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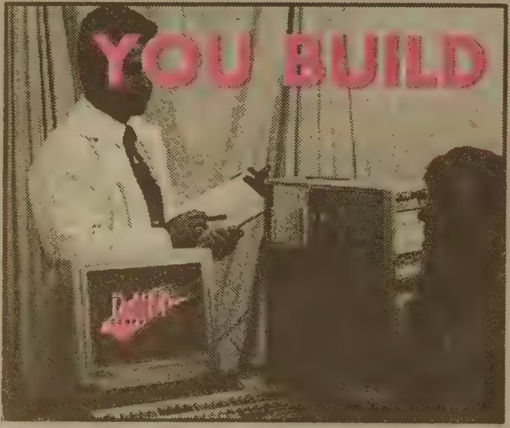

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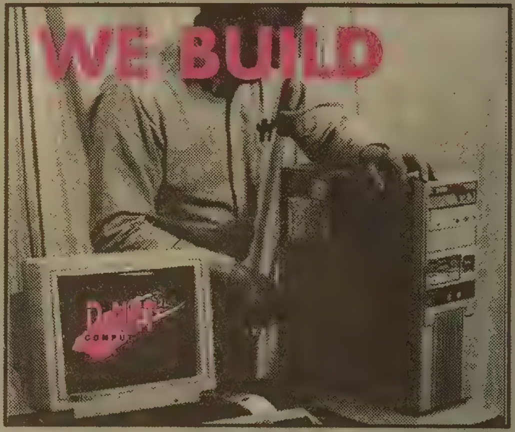

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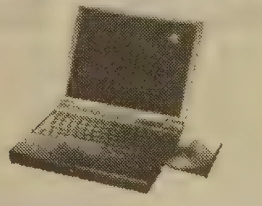

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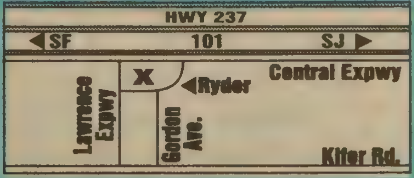

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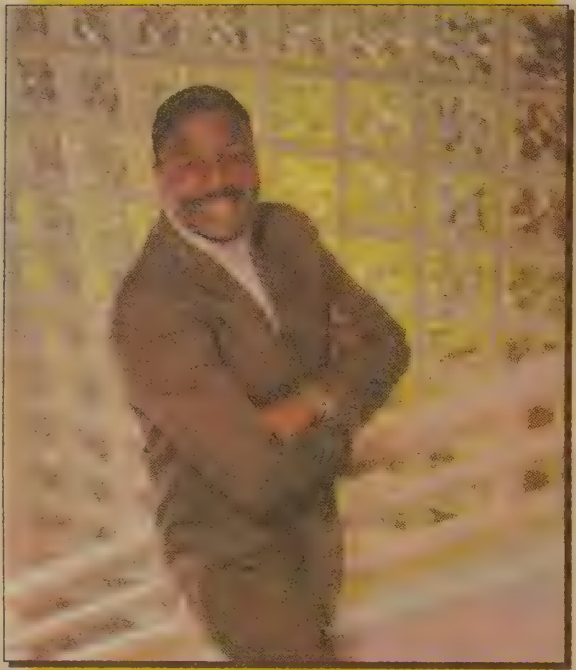
Contents
MICROTIMES

March 25, 1998 • Issue #177



COVER STORY

104
BIG IRON MEETS THE WEB
BY MARY EISENHART
PHOTOS BY TUSTIN ELLISON
Beyond Software Puts A New Face On The Mainframe.

News & Views

20
Industry Insights
BY PAUL HOFFMAN
Netscape's Free Source Code Gamble 20
MicroTimes Stock Index 28

226
Dvorak's Last Column
BY JOHN C. DVORAK
Our Computers Are Killing Time.

Business Solutions

32
Laptops
BY ED KAHN
Affordable Speakers For Computers;
Plus Mitsubishi's AMiTY CN Mini-Notebook.

42
Telecommuting
BY ROBERT MOSKOWITZ
Telecommuting To A Job Interview.

56
UNIX
BY BENNETT FALK
Oakland Street Scene: The Gurus And Platform Shift.

60
32-Bit Computing
BY FABIAN PASCAL
The Processor Subsystem.

70
Small Office/Home Office
BY BIRRELL WALSH
I Love Taxes...

88
Windows CE 2.0: The Sequel
BY DOUGLAS J. NAKAKIHARA
Sharp Mobilon Shows Off New
Ultralight OS Capabilities.

Features

116
How Browsers Replace Classrooms
BY IVARS BEZDECHI
The Company Intranet At Qualcomm.

120
BMUG
BY PETER LINDE AND SAM PENROSE
Fear And The Corporate Information Officer.

Online Guide

126
Internet
BY JOHN S. QUARTERMAN
Can You Help Me With My Computer?

137
Online Services
BY BILL GRAM-REEFER
AOL Gears For New Competition.

144
Web Page Listings

Product Spotlight

162
Updates
Product Announcements
PC Software
FlashBack 162
Adaytum Planning 2.1 162
Carpe Diem V2.0 166
TodoManager 1.0 166
Compadre 166
PC Hardware
SS600 Storage Scanner 166
SecurityEye 168
VPA150 ViewPanel 168
VisionDesk 168
DeskJet 1120C Professional Series 168
Networking Hardware
Terminal Adapter For Multi-Purpose Data .. 170
Pitchfork Phase II Internet
Distributor Server 170
Web Software
Interaction Web 170
SiteWarrior 1.2 170

170
Product Reviews
PC Hardware
3D FaxPal Plus 170
Windows Software
DriveCopy 172
SmartBoard32 172

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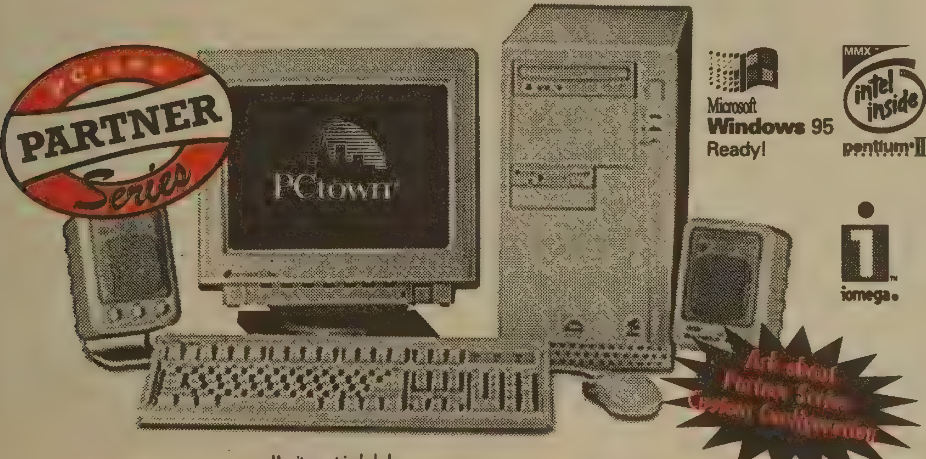

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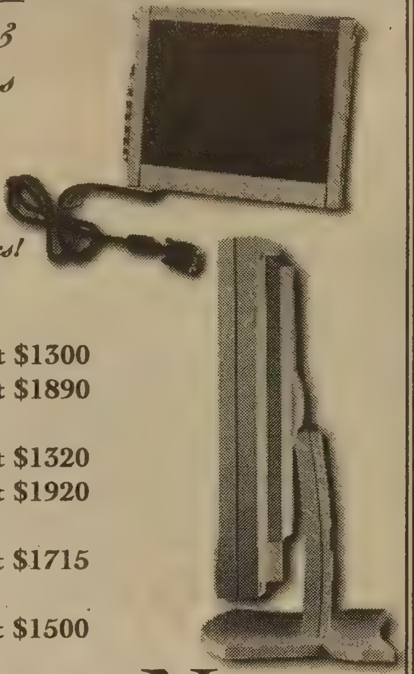

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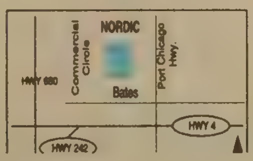

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Contents
MICROTIMES

March 25, 1998 • Issue #177

Multimedia & Beyond

174
Gulch Gossip
BY JONATHAN E.

182
From Palmtops To Multimedia
BY TONY REVEAUX
New StrokeMap Format Offers New Capabilities.

Resources

200
Calendar Of Events
Web.Builder SF 200
E3—Electronic Entertainment Expo 200

204
User Group/BBS Listings

187
Classifieds

216
Index Of Advertisers By City

222
Index Of Advertisers

Reader Resources

Quotation Hotline Form 48
MicroTimes "Super Stop" Locations 180
Classified Advertising Placement Form 187
Classified Career Marketplace 199

JOB HUNTING?
Check out the Classified Career Marketplace on page 199

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Contributors
MICROTIMES

Ivars Bezdechi

Robert Moskowitz

John C. Dvorak

Douglas J. Nakakihara

Jonathan E.

Fabian Pascal

Bennett Falk

Tony Reveaux

Paul Hoffman

Birrell Walsh

Woody Liswood

Ivars Bezdechi is a senior contributing editor for *MicroPublishing News*, a digital design and imaging trade journal based in Los Angeles. He has also written for the *San Diego Union-Tribune*. When he's not doing that, he is an actor in the Southern California film industry.

John C. Dvorak (*dvorak@dvorak.org, www.dvorak.org*) writes many columns, hosts the "Software/Hardtalk" radio show, and finds inspiration in strange places.

Jonathan E. has worked with desktop multimedia since 1988. His USPS mailing address is c/o SoundSwell, 54 29th St., Richmond, CA 94804. His email address is *jeve@well.com* .

Bennett Falk works for Cloudscape, an Oakland-based Internet startup.

Bill Gram-Reefer, based in Concord, CA, is president of WORLDVIEW, specializing in connectivity and communications. He has been writing about Macintosh computers since 1984.

Paul Hoffman is an independent consultant who's been writing about computers for over fifteen years.

Ed Kahn (*edkahn@well.com*) is a folklorist who maintains a strong interest in computers and lives in the East Bay.

Peter Linde is currently serving his fourth year as a member of BMUG's Board of Directors. He is the CEO of his own Mac and PC consulting company based in the San Francisco Bay Area. He is oh-so-very happy to receive correspondence at *pbl@lindegroup.com* .

Woody Liswood (*woody@well.com*) is a Nevada-based writer and consultant.

Robert Moskowitz (*RMoskowitz@aol.com*) is a consultant based in Woodland Hills.

Douglas J. Nakakihara is the products documentation manager for NewTek, Inc. He also dabbles in 3-D animation and writes for various publications. Check out his Web site at *http://www.netcom.com/~djn* .

Fabian Pascal is an independent industry analyst, consultant and author specializing in database management. Author of two books and a CBT course, he has contributed extensively to many industry publications, including *Database Programming and Design*, *DBMS*, *DataBased Advisor*, *BYTE*, *Computerworld*, and *Infoworld*.

Sam Penrose is a long-time BMUG volunteer and the author of BMUG's "Which Mac Should I Buy?", a practical guide to selecting your next Mac.

John S. Quarterman (*jsq@mids.org*) is the senior technical partner of MIDS (Matrix Information and Directory Services) and editor of *Matrix News*. He is a longtime observer, consultant, and writer on the matrix of electronic networks.

Tony Reveaux is a San Francisco-based consultant writer who writes the "MediaScan" column in *Film/Tape World*. He can be reached via the Internet at *tonyr@dnai.com* .

Birrell Walsh (*birrell@well.com*) is a contributing editor for *MicroTimes* and a freelance writer for *BYTE* and other magazines.

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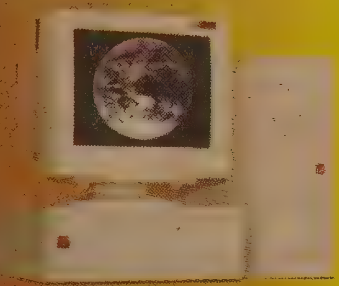

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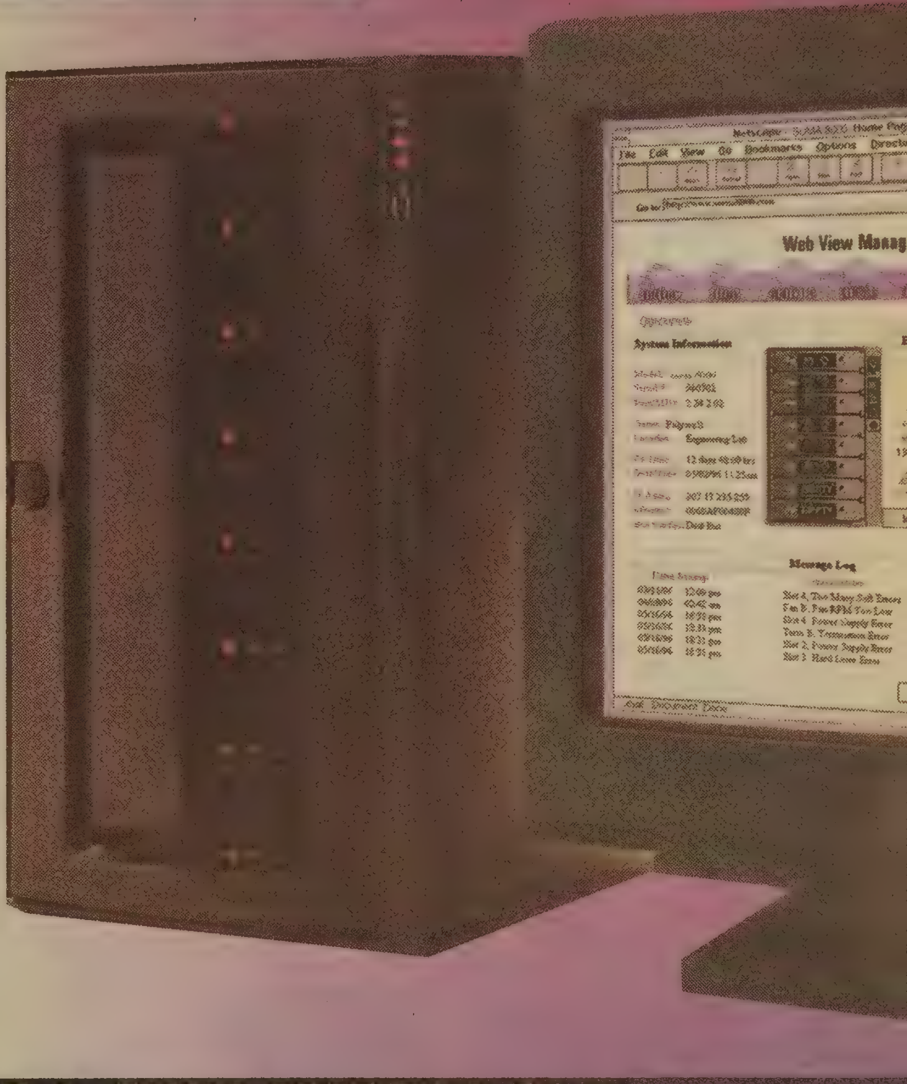

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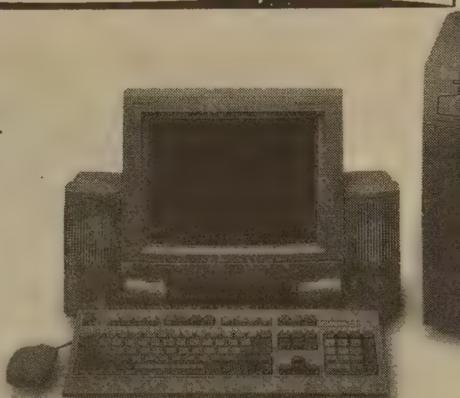

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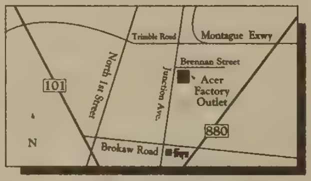

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CONTRIBUTING WRITERS Nick Anis, Laura Bell, Ivars Bezdechi, Cynthia Dyer-Bennett, Anna Couey, Matthew Leeds, Woody Liswood, Pamela Mason, Herb Mendelsohn, Michelle Rafter, Kevin Savetz
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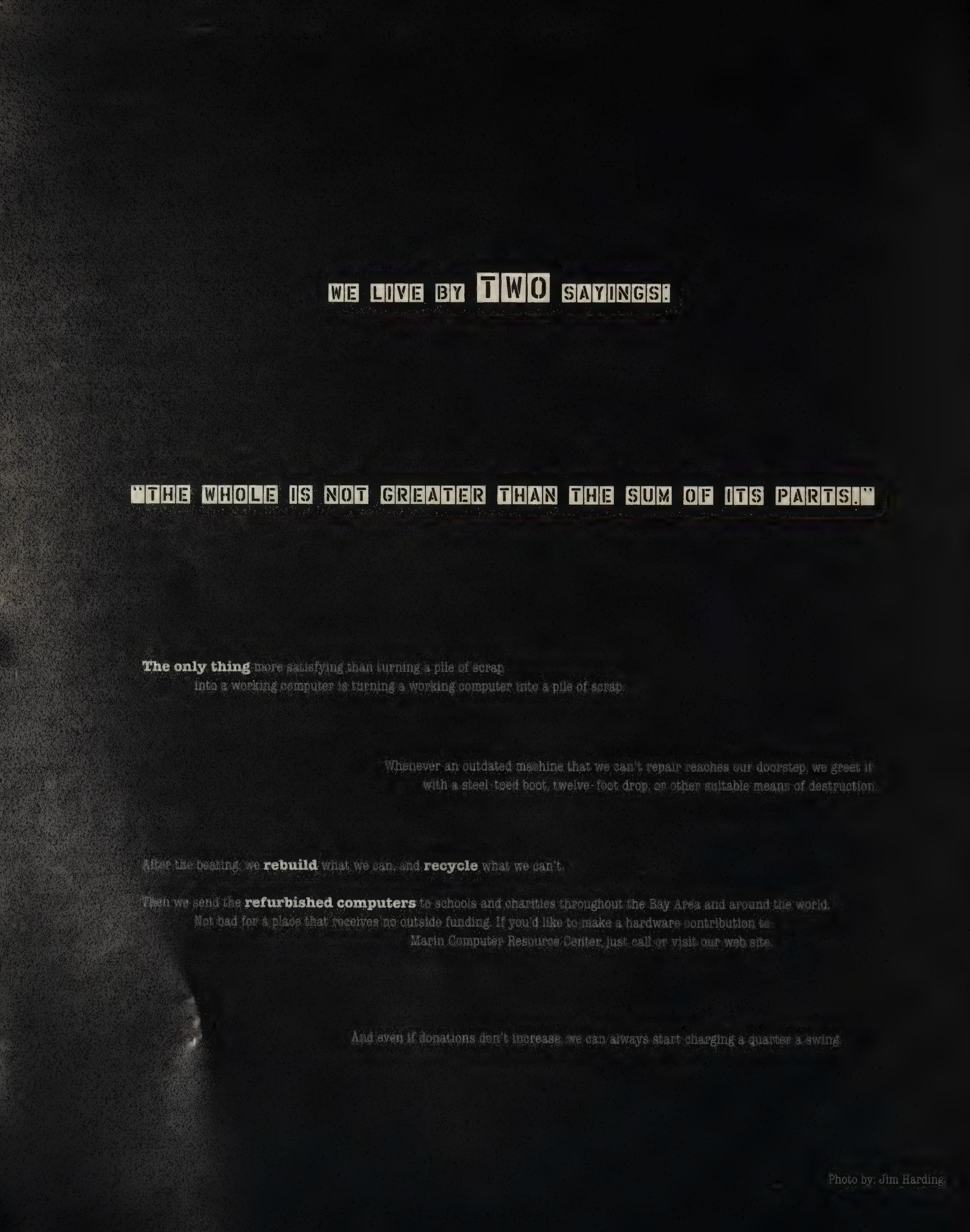

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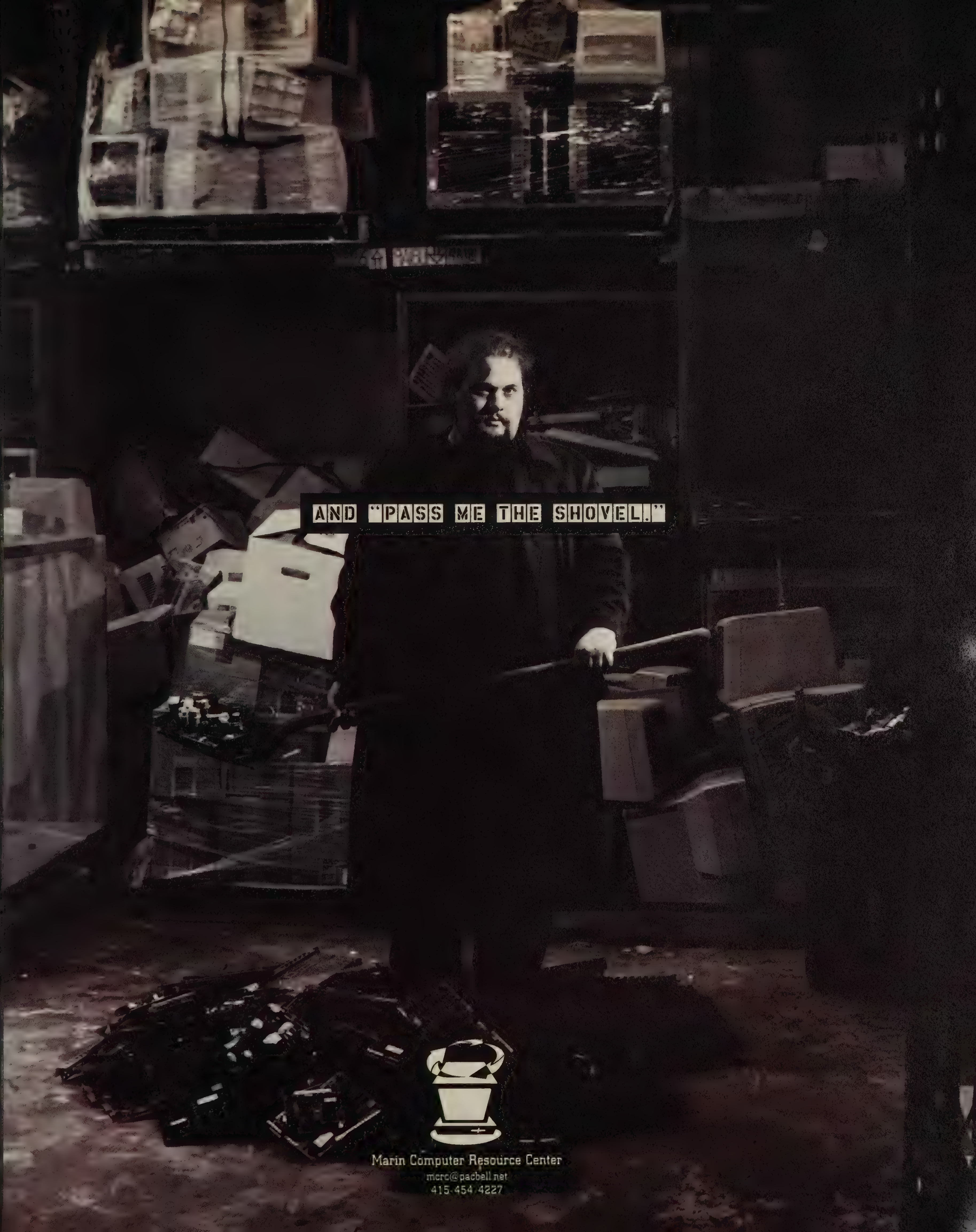
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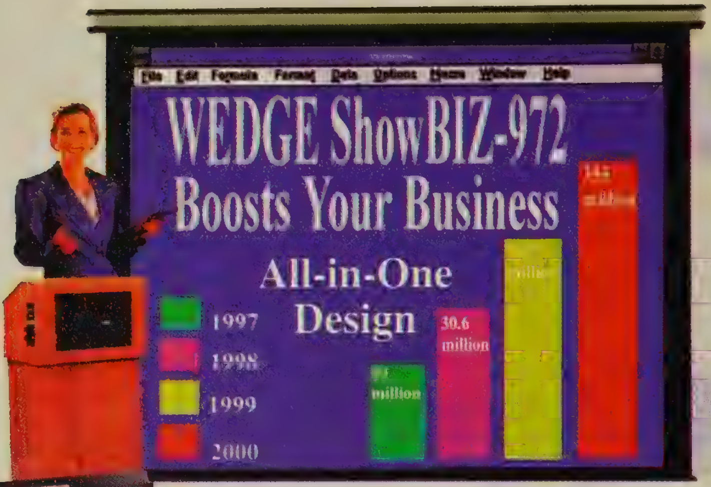

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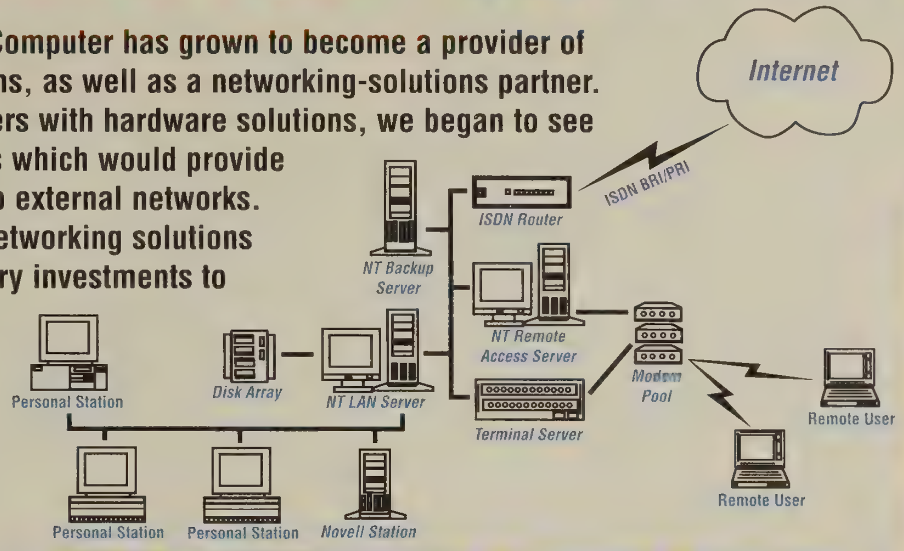

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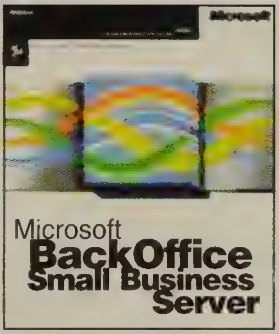

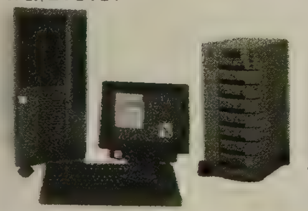

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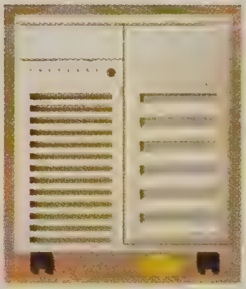

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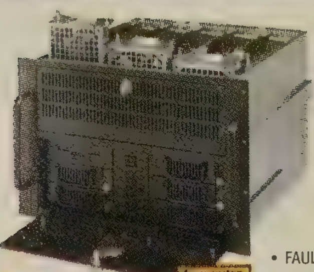

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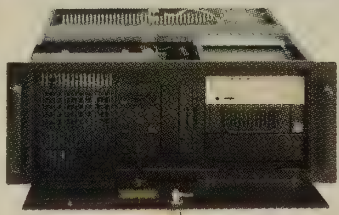

- 8 to 14 slots BP, AT, ATX Motherboard Support 5 drive bays
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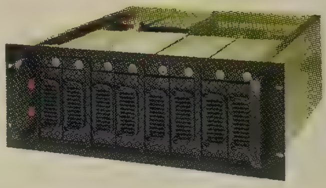

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RAID

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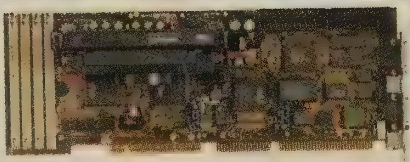

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SBC - Pentium® MMX

MMX

intel inside pentium

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- **Chipset:** Intel 430HX Chipset
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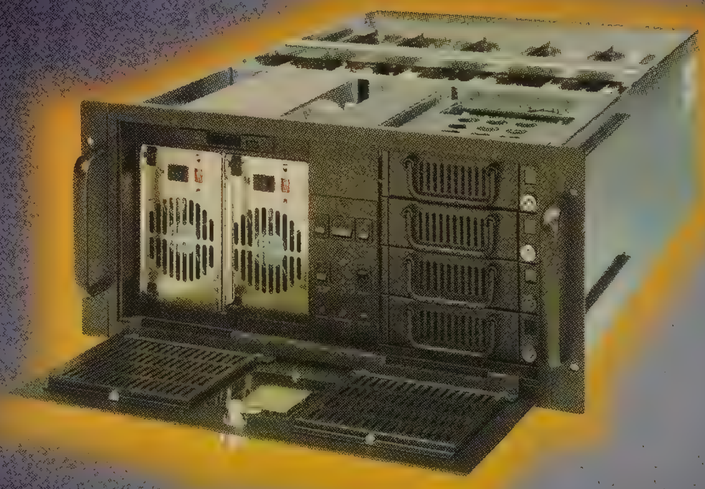
- **OS Compatibility:** Windows NT/95/3.1.x, OS/2 Warp SCO UNIX, Netware & DOS

Fault Tolerant CT/Network Server



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News and Views

BY PAUL HOFFMAN

Industry Insights

Netscape's Free Source Code Gamble

Many parts of the computer industry have very different ways of doing things. The UNIX world is completely different from the PC world; the Internet is different from proprietary networks; and so on. When a company in one world starts acting like the folks in a different world, everyone takes notice.

When Netscape recently announced plans to give their browser software away for free, it didn't cause much of a stir. The browser was already shareware (although Netscape didn't use that term), and probably half the copies in use weren't paid for anyway. Although Netscape was making money on selling the browser, Microsoft was giving the competing browser, Internet Explorer, away for free, which made it harder for Netscape to get market share.

The Netscape browser, now called Communicator, was Netscape's best method of getting the company name in front of people. This is why they could afford to distribute the browser as shareware, why they could give PC makers who were willing to put Netscape on their systems very low prices, and why they could afford to stop making money on the browser altogether and give it away. If you associate the term "Netscape" with "Internet," it helps Netscape sell their higher-priced software, namely Internet servers for the Web, email, and so on.

At the same time as Netscape said they would give the browser away for free, they made a second announcement that turned many heads: They would also give away the source code for the browser. People who had the right compiler could take Netscape's source code and compile it themselves. More importantly, programmers could change the source code to add features or remove bulk. It's not completely clear when the source code will be available, but it will probably be before this summer.

The practice of giving away source code is quite common in the UNIX world, where all the popular server and client software is freeware that comes with source code. Source code was also distributed with early PC freeware, but that practice became almost nonexistent by 1985 or so. Today, all non-commercial UNIX software still comes distributed as source code, but almost no other software is.

Keeping The Name Alive

The avowed reason for distributing the source code is that programmers around the world will look at it and add features they like. Netscape will require anyone who makes changes to the code to give those changes to Netscape for incorporation into future versions of Communicator. By doing this, they hope that future Communicator versions will have even more features than Internet Explorer, particularly features that Netscape might not have added themselves if they hadn't released the source code.

> The UNIX world is completely different from the PC world; the Internet is different from proprietary networks; and so on. When a company in one world start acting like the folks in a different world, everyone takes notice.

This makes good sense. During the recent cutbacks at Netscape, many of Communicator's developers were laid off, meaning that it would be hard to get lots of new features into future versions of the software. By distributing the source code, they are in essence hiring a vast array of free programming help (although Netscape may even pay for some of the features they see added to Communicator). Even if this horde of programmers don't produce many useful or interesting features, they will certainly find bugs that only someone looking at the source code could find.

However, this brings up the risk in the strategy. If those programmers find enough bugs, Netscape's good name could be tarnished. Let's face it: every program has bugs. Big programs like Communicator and Internet Explorer have more bugs than small programs. If instead of getting lots of good enhancements to Communicator, Netscape only gets lots of bug fixes, there's a good chance many programmers will report "boy, their software is buggy!" and possibly hurt Netscape's reputation. The fact that they might find just as many bugs in Internet Explorer won't matter; the visible bugs will be in Netscape's code.

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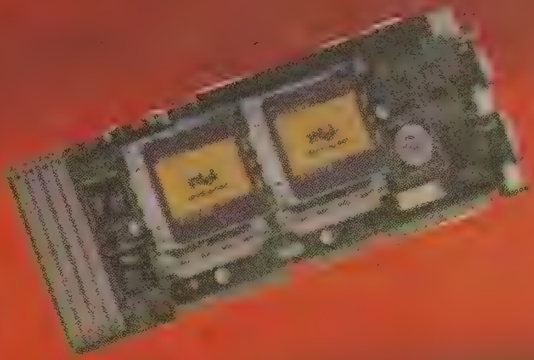

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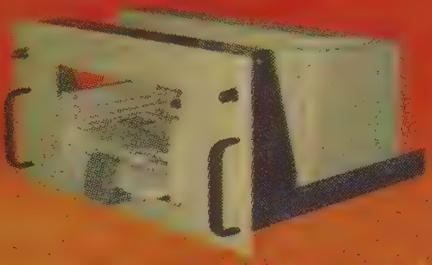

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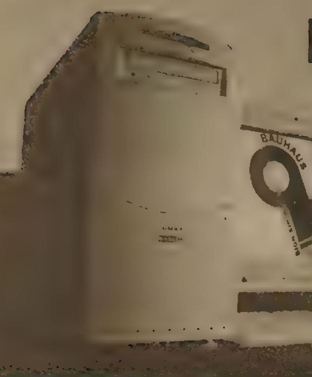

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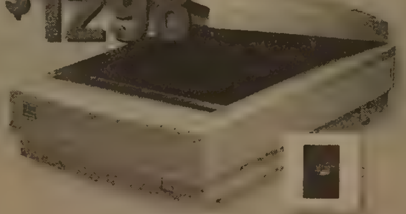

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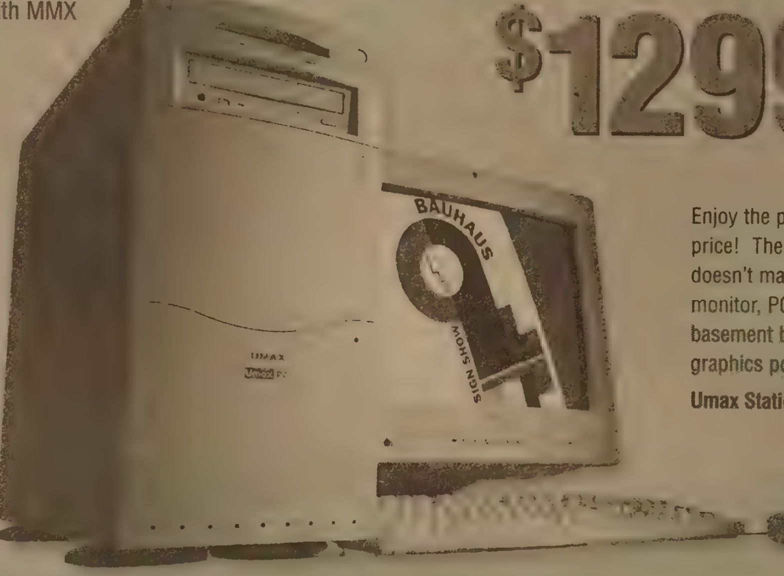

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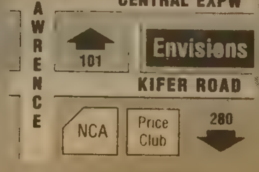

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Industry Insights *continued...*

The tradeoff strongly favors the positive side for Netscape because even if many bugs are found, they'll be quickly fixed. This is quite different from Microsoft's Internet Explorer, where bugs can only be found by running the program, not by looking in the source codes.

Every PC user has had mysterious crashes or unexplained software behavior that could not be reproduced. Without the source code (and the understanding of how to look through it), you can't determine what happened or even whether it was the fault of the program or the operating system. This is one of the reasons many UNIX system administrators prefer the "UNIX way" and using public domain source code for both their software and their operating system.

Few Will Get Direct Benefit

Of course, few of us are programmers. Ninety-nine percent of Netscape's users won't bother to download the source code because they couldn't read it. Even if they find a bug by running the program, without a good understanding of programming and an hour or more of work, finding the bug in the source code is impossible. In fact, even folks who took a class or two in programming might have a hard time wading through the code, as any programmer would on starting a new job with a large existing code base.

This doesn't mean that these people won't benefit from Netscape's release of the source code. In fact, if only a couple of thousand of Netscape's millions of users start poring over the code, that's many more than are already on Netscape's staff. These people don't report to Netscape's marketing department, so they will feel free to add features that are only wanted by a small number of users like themselves. Who knows—hacking on Communicator could become the next big craze for amateur programmers.

Even if you are a C programmer, you may not have the right development platform to compile the source code. That is, you could look through it, and maybe even find things you want to modify, but unless you can compile the code and build the program, you won't be able to do anything with your changes. Netscape will, of course, specify exactly what you need in order to compile and build the program, but don't be surprised if what's required is a high-end programming environment. On the other hand, they will also probably try to make it as easy as possible for people, so they may find ways to let people with lower-end environments work with the source code.

However, many programmers are looking forward to being able to create customized versions of Communicator for pay. Many companies that have standardized on Communicator might pay thousands of dollars for the few features they wanted added (or taken out). This might be done by in-house programmers, but there will certainly be a market for consultants who know the source code and can make strategic changes for a company that uses Communicator heavily.

continued on page 26

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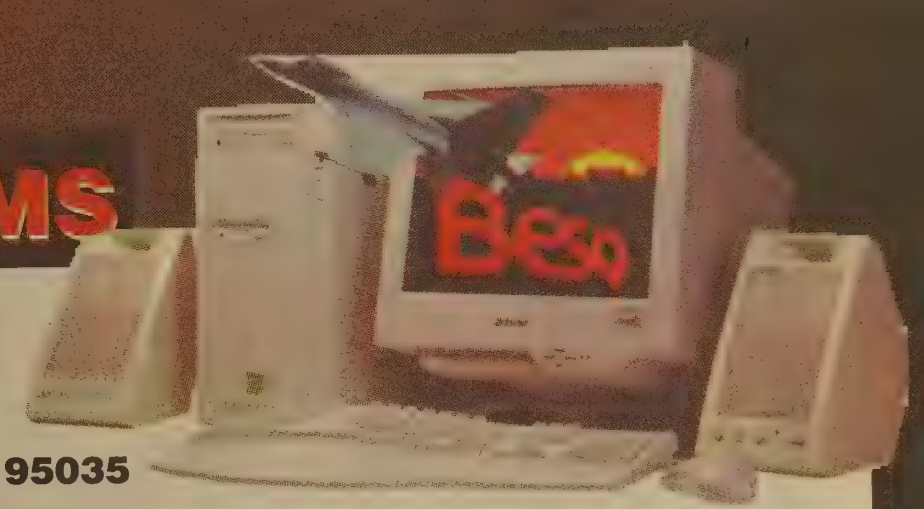

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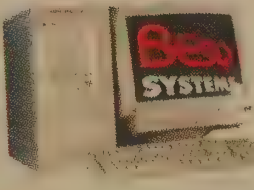

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Industry Insights

continued from page 23

Not all the changes need to be serious. Someone with a compiler who spends a week or so looking for cute changes to make could even make a Web site where you pick and choose the customizations you want, pay maybe $10, and download your customized version. The better the customizations, the more people will pay, and the more the customizations will be copied.

Parts Will Be Missing

Netscape didn't write every line of Communicator's code by itself. There are many portions of the program that they licensed, often in source code, from other companies. It is unlikely that all these other companies will say, "Sure, give away our software for free." Thus, the Communicator kit will probably have some holes in it.

This could be a serious problem for Netscape, if important parts of Communicator aren't available, but so far, they are not worried about it. Even though the source code for some of these parts will not be available, Netscape could still ship the part as a programming object that can be embedded in an otherwise-customized browser, for example. Or, Netscape could build in "hooks" for the parts, and others could create equivalent software that works the same. Either way, the majority of the browser will be available to programmers who want to create their own browsers.

Beware Of Trojan Horses

As with any program, security will be a big issue with any copy of Navigator that you get from anyone other than Netscape directly. With the source code available, it will be easy for a malicious programmer to put a trap door in the program that causes damage to your computer or steals data from your hard drive. This may sound terrible, but it's true for any program you run on your computer, even Internet Explorer.

Having a hundred different versions of Communicator available from dozens of different sources will be confusing to many users. Things will certainly get worse if some of them are discovered to contain dangerous code. This could be a black eye for Netscape, or it could just cause most people to go to the Netscape site for their copies of Communicator, the way they do now.

Netscape isn't the only company that is going to have to deal with security problems in distributed browsers this year. Microsoft's use of ActiveX is sure to come back and bite it soon. Recently a respected cryptographer showed how a site could surreptitiously cause Internet Explorer users who visit the site to download a program that would steal their private keys off their systems. This would then allow the others to impersonate you electronically. This is fixable, but Microsoft's response was that there really wasn't a problem.

Given a situation like this, Netscape publishing its source code could look like a wonderful step. A problem is found, and enterprising programmers fix it and post the fixes on the Web. While this may be too chaotic for some people to handle, even if you don't download the fix of the day, you would have the benefit of knowing that the bug was found and fixable.

If Netscape plays it right, it could retain its image of being more nimble and responsive than Microsoft, which in turn could lead to more sales of other Netscape products. ■

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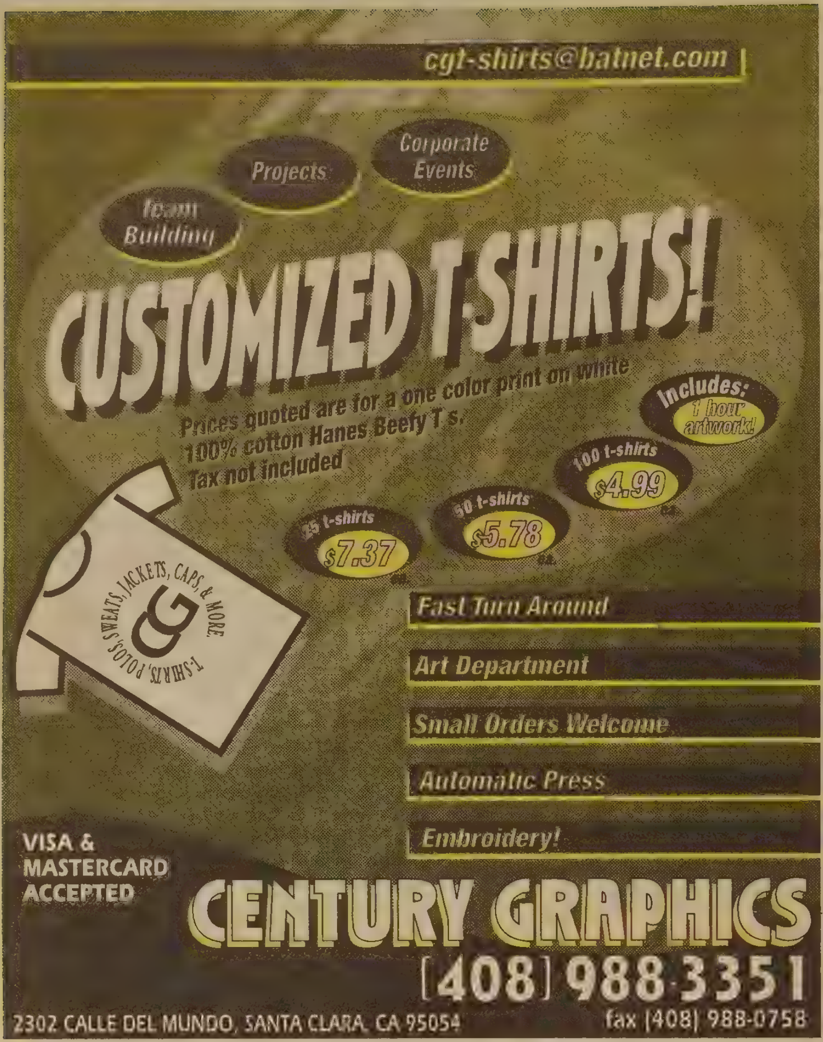

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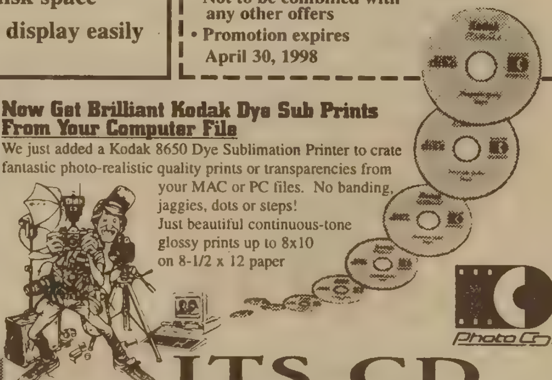

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US Robotics	
Sportster 56K w/Voice Int/Ext	145/175

NETWORKING

3COM	
3C900 Etherlink III PCI TP	$78
3C905-TX PCI 10/100 TP	65
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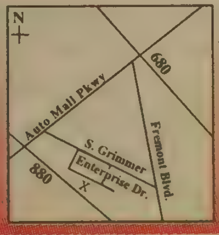

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Industry Insights *continued from page 28*

MICROTIMES STOCK INDEX SLIPS AMID RISING DOW

EXCH	COMPANY	TICKER SYMBOL	CLOSING PRICE 02/05/98	CLOSING PRICE 03/05/98	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD	P/E RATIO	ANNUAL IVIDEN RATE	ANNUAL DIVIDEND YIELD	ANNUAL HIGH	ANNUAL LOW
	SOFTWARE										
NAS	Adobe	ADBE	39.44	43.69	4.25	10.78	17	0.20	0.46	53.13	32.50
NAS	Autodesk	ADSK	39.50	46.44	6.94	17.56	150	0.20	0.43	51.13	28.88
NAS	Borland	BORL	8.75	8.69	-0.06	-0.71	-	0.00	0.00	12.19	5.88
NAS	Broderbund	BROD	21.06	23.50	2.44	11.57	-	0.00	0.00	37.75	17.75
NAS	Informix	IFMX	6.38	7.38	1.00	15.69	-	0.00	0.00	17.88	4 00
NAS	Macromedia	MACR	9.16	11.41	2.25	24.57	-	0.00	0.00	14 34	6.50
NAS	Microsoft (H)	MSFT	77.72	80.06	2.34	3.02	55	0.00	0.00	86.00	43.75
NAS	Novell	NOVL	7.59	10.75	3.16	41.56	-	0.00	0.00	11.13	6.28
NAS	Oracle	ORCL	23.88	25.31	1.44	6.02	36	0.00	0.00	42.13	17.75
NAS	Symantec	SYMC	24.38	24.00	-0.38	-1.54	21	0.00	0.00	27.75	12.00
	HARDWARE										
NAS	Apple	AAPL	18.31	24.06	5.75	31.40	-	0.00	0.00	29.56	12.75
NYS	Compaq	CPQ	35.06	27.13	-7.94	-22.64	23	0.10	0.37	39.75	14.25
NYS	Digital Equipment (H)	DEC	60.63	51.75	-8.88	-14.64	33	0.00	0.00	62.63	25.00
NAS	Dell (H)	DELL	107.00	131.88	24.88	23.25	52	0.00	0.00	143.88	30.38
NYS	Gateway 2000	GTW	39.69	37.63	-2.06	-5.20	54	0.00	0.00	46.25	19.38
NYS	Hewlett-Packard	HWP	61.69	61.94	0.25	0.41	21	0.60	0.97	72.94	48.13
NYS	IBM	IBM	99.56	98.94	-0.63	-0.63	16	0.80	0.81	113.50	63.63
NYS	Silicon Graphics	SGI	14.69	14.25	-0.44	-2.98	89	0.00	0.00	30.31	10.94
NAS	Sun Microsystems	SUNW	49.88	43.56	-6 31	-12.66	24	0.00	0.00	53.31	25.88
NYS	Tandy (H)	TAN	41.19	43.50	2.31	5.61	27	0.40	0.92	46.38	24.38
NYS	Xerox (H)	XRX	86.25	91.69	5.44	6.30	23	1.40	1.53	92.25	54.75
	CPU'S										
NYS	Advanced Micro Devices	AMD	19.06	21.00	1.94	10.16	-	0 00	0.00	48.50	2.69
NYS	Cypress Semiconductor	CY	9.94	8.38	-1.56	-15.72	40	0.00	0.00	18.94	7.38
NAS	Intel	INTC	86.50	75.50	-11.00	-12.72	20	0.10	0.13	102.00	62.88
NYS	LSI Logic	LSI	25.13	22.31	-2 81	-11.19	20	0.00	0.00	46.88	18.63
NYS	Motorola	MOT	64.25	55.88	-8.38	-13.04	29	0.50	0.89	90.50	53 75
	COMMUNICATIONS										
NAS	3Com	COMS	32.69	35.31	2.63	8.03	41	0.00	0.00	59.69	24.00
NYS	AT&T	T	63.63	60.69	-2.94	-4.62	21	1.30	2.14	66.50	30.75
NYS	BellSouth Corp.	BLS	57.31	59.50	2.19	3.82	18	1.40	2.35	62.56	39.38
NAS	Cisco (H)	CSCO	64.38	61.88	-2.50	-3.88	49	0.00	0.00	68.50	30.19
NAS	MCI (H)	MCIC	47.19	46.56	-0.63	-1.32	-	0.10	0.21	48.47	27.31
NYS	Northern Telecom	NT	46.81	52.56	5.75	12.28	34	0.30	0.57	56.94	31.06
	INTERNET										
NAS	Earth Link (H)	ELNK	31.75	48.75	17.00	53.54	-	0.00	0.00	54.50	8.63
NAS	Netscape	NSCP	21.94	19.19	-2.75	-12.54	-	0.00	0.00	49.50	14.88
NAS	Yahoo (H)	YHOO	62.25	75.31	13.06	20.98	-	0.00	0.00	75.31	14.69
	MEDIA										
NYS	Disney (H)	DIS	108.31	105.19	-3.13	-2.89	37	0.60	0.57	115.75	70.38
NAS	TCI	TCOMA	27.00	29.06	2.06	7.64	-	0.00	0.00	30.81	10.75

KEY: NYS = NEW YORK ASE = AMERICAN NAS = NASDAQ
(H) = NEW HIGH REACHED IN PERIOD (L) = NEW LOW REACHED IN PERIOD

MARKET DIARY:

ADVANCES	20
DECLINES	17
UNCHANGED	0
NEW HIGHS	10
NEW LOWS	0

MOST ACTIVE ISSUES:

LARGEST DOLLAR GAINER	Dell	$	24.88
LARGEST DOLLAR LOSER	Intel	$	-11.00
LARGEST PERCENTAGE GAINER	Earth Link		53.54 %
LARGEST PERCENTAGE LOSER	Compaq		-22.64 %

	CLOSE 02/05/98	CLOSE 03/05/98	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD
MICROTIMES STOCK INDEX	11808.05	11573.81	-234.25	-1.98
DOW JONES INDUSTRIAL AVERAGE	8117.25	8445.08	327.83	4.04
STANDARD & POOR'S 500 INDEX	1003.53	1035.08	31.55	3.14
N.Y.S E. COMPOSITE	522.97	540.31	17.34	3.32
NASDAQ COMPOSITE	1676.90	1711.92	35.02	2 09

CLOSING QUOTES FOR GRAPH:

DATE	MICRO TIMES	DOW JONES
07/31/97	11003.29	8222.61
08/28/97	10650.13	7694.43
09/25/97	11081.52	7848.01
10/16/97	10985.85	7938.88
12/10/97	10922.72	7978.79
01/14/98	10813.50	7784.69
02/05/98	11808.05	8117 25
03/05/98	11573.81	8445 08

Source: Nordby International Inc. (http://www.nordby.com), Boulder, CO.
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Stocks continued their assault on the record books last month, as new high after new high was set. As a result, the Dow Jones Industrial Average hit an all-time high during the month before light profit-taking trimmed that figure to 8445.08 at month's end. When the books were closed on the record-breaking month and the buy orders were swept up, the Dow had notched a 327.83-point advance, or 4.04%, before pausing for rest and relaxation.

The MicroTimes Stock Index reversed the upward trend and headed south. Our index dropped -1.98%, or 234.25 points, to close the monthly trading period at 11573.81. In our index, advancers outpaced decliners by a 20-to-17 count, and ten companies reached annual highs versus none that fell to a 52-week low.

Turning To Stocks In The Accompanying Table

When Intel announced fourth quarter earnings in January, the expectations were that revenue in the first quarter of 1998 would be approximately flat with fourth quarter revenue of $6.5 billion. The outlook for the first quarter has been revised from the view presented in the fourth quarter 1997 earnings report. The lowering of expectation resulted in the $11.00 per share fall of the company's stock price, which closed at $75.50, off -12.72%.

Despite its announcement of a multi-million dollar deal to expand cellular service in Kuwait, shares of Motorola headed south. The company watched its stock price slip $8.38 per share, or 13.04%, to close at a price of $55.88. Motorola Inc.'s Cellular Infrastructure Group said it signed a contract worth $38 million to expand the digital cellular Global System for Mobile Communications network in the Kuwaiti cities of Jahra and Kuwait City. The expansion project will increase capacity on the network, allowing for more than 200,000 subscribers nationwide.

IBM and Adobe Systems Incorporated announced an extension to their business relationship, which expands the scope of technology to be shared between the companies. Both companies have agreed to license portions of each other's software patent portfolios. The agreement also augments IBM's existing licenses for key Adobe technologies, including Adobe PostScript and PostScript Extreme software, for use in its printer products. "This agreement with Adobe is representative of the growing acceptance and awareness in our industry of the need to license software patents," said Marshall Phelps, Jr., IBM vice president of intellectual property and licensing. Shares of Adobe were up 10.78%, or $4.25 per share, to $43.69 on the news. IBM's stock closed the month at $98.94 per share, off -0.63%. ■

—Ryan Reichenbach
Production Manager
Nordby International, Inc.

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PC Magazine
January 20, 1998

IMM Technology ChemBook™ 6000

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- Expandable memory up to 144MB
- 128-bit PCI Graphics Engine with graphics and video Accelerator
- 13.3" TFT XGA LCD
- Supports 32-bit CardBus & Zoomed Video
- Supports UltraDMA / 33 IDE
- Removable 20X CD-ROM (Smart Bay) and 1.44MB Floppy Drive, DVD (optional)
- Auto Tilt-Up when opening LCD Panel
- 16-bit Stereo Sound System and 3D Surround Sound
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- Intel LM 78 Hardware Monitor Circuit design

All-in-One ChemBook™ 9780

- Intel 430TX PCI Chipset
- Intel Pentium® Processor with MMX
- Intel Tillamook, 233 / 266 MHz / AMD K6 mobile
- Expandable memory up to 128MB EDO / SDRAM
- 4MB EDO Video Memory
- 64-bit PCI Graphics Engine with hardware GUI Accelerator
- 14.1" XGA / 12.1" SVGA TFT
- Removable 20X / 24X (optional) CD-ROM, DVD (optional)
- FDD Bay interchange with LS-120, Iomega Zip 100MB drive, 2nd HDD (2.5" or 3.0" slim)
- 16-bit Stereo and 3-D Surround Sound System
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- 2.6GB IDE Hard Drive Fujitsu
- Diamond Stealth 3D-2000 2MB PCI
- ViewSonic 15" E665 1024x768 .28
- Teac 24X FAST IDE CD-ROM
- 16-Bit Stereo Sound Card
- 120W Multimedia Speakers
- 33.6K Fax/Modem
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- MS Windows 95 CD
- Mitsumi 2 Button Mouse
- Windows 95 Keyboard

AMD K6-166	$1,029
AMD K6-200	$1,049
AMD K6-233	$1,069

Multimedia-PC (Pack II)

- ABIT LX-6 AL440LX 512K Motherboard
- 64MB EDO 10ns SDRAM 168 pin
- 4.3GB Ult. DMA Hard Drive W.D.
- ATI Xpert@Work w/4MB Video Card
- Viewsonic G771 17" 1280x1024 .27 Monitor
- Toshiba 24X FAST IDE CD-ROM
- Yamaha OPL3 Wavetable Synthesizer
- 56 USRobotic Int.WinModem
- 1.44 Teac Floppy
- Deluxe Medium ATX Case W/235 UL P.S.
- MS Windows 95 CD
- MS Ergonomic Mouse
- Windows 95 Keyboard
- Grolier Encyclopedia

233 MHz	$1,649
266 MHz	$1,749
300 MHz	$1,879
333 MHz	$2,089

Multimedia-PC (Pack 3)

- ASUS P2L97 440LX 512K Motherboard
- 64MB EDO 10ns SDRAM 168 pin
- 6.4GB Ultra DMA HD Western Digital
- Diamond Viper 4MB AGP Video Card
- Viewsonic P775 1600x1280 .25 Monitor
- Toshiba 32X FAST IDE CD-ROM
- Sound Blaster AWE 64 Wavetable
- Altec-Lansing Spk. w/Bass SubWoofer
- 56K USRobotic Int. Data/Voice/Modem
- 1.44 Teac Floppy
- Deluxe Medium ATX Case W/235ULP.S.
- MS Windows 95 CD
- MS Ergonomic Mouse
- Windows 95 Keyboard
- Grolier Encyclopedia

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- 64MB EDO 10ns SDRAM 168 pin
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- Matrox Millinium II /8MB WRAM AGP
- Viewsonic P775 1600x1280 .25 Monitor
- Toshiba 32X Fast IDE CD-ROM
- Built-in Yamaha OPL3 Wavetable Synthesizer
- Altec-Lansing Spk. w/Bass SubWoofer
- 56K USRobotic Int. Data/Voice/Modem
- 1.44 Teac Floppy
- Deluxe Medium ATX Case W/235ULP.S.
- MS Windows 95 CD
- MS Ergonomic Mouse
- Windows 95 Keyboard

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- Fireport 40UW SCSI-2 PCI
- Matrox Millinium II /8MB WRAM AGP
- Viewsonic G790 19" 1600x1280 .26 Monitor
- Toshiba 32X Fast SCSI CD-ROM
- Built-in Yamaha OPL4 Wavetable Synthesizer
- Altec-Lansing Spk. w/Bass SubWoofer
- 56K USRobotic Int. Data/Voice/Modem
- 1.44 Teac Floppy
- Deluxe Medium ATX Case W/235ULP.S.
- MS Windows 95 CD
- MS Ergonomic Mouse
- Windows 95 Keyboard

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300 MHz	$2,657
333 MHz	$2,859

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AMD K6 MMX-233 MHz	$153

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ASUS P2L97 P-II Intel 440LX, AGP	$155
ASUS P2L97S P-II Intel 440LX, AGP w/SCSI	$235
ASUS P2L97DS Dual P-II Intel 440LX, AGP w/SCSI	$375
Intel Atlanta AL440LX Pentium II w/sound Box	$173
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Intel DK440LX Dual Pentium II w/Ethernet & Adaptec 7895	$499
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Millinium II Upg. 8MB	$167
Millinium II Upg. 12MB	$227
Diamond 3D 2000 Pro 2MB PCI	$54
Diamond Viper V330 4MB PCI/AGP	$155
Diamond Fire GL1000 Pro 4MB / 8MB	$ 155/$189
Diamond Monster 3D PCI 4MB	$148
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HP C1599 DAT 8GB SCSI Int.	$719
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Adaptec 2940U PCI SCSI-2	$135
Adaptec 2940UW PCI SCSI-2	$145
Diamond Fireport 40UW PCI SCSI-2	$87

MISCELLANEOUS

US Robotics Pilot Personal PDA	$179
US Robotics Pilot Professional PDA	$ 259
Palm Pilot (1000, 5000, Per.) 1MB Memory Upg	$89
Palm Pilot Modem	$109
Scanner Epson Perfection 600	$245
Medium Case w/235UL ATX	$79
Intel EtherExpress Pro 10/100 PCI	$59
Teac 1.44 Floppy	$25
MS Ergonomic Keyboard	$49
MS Intellimouse PS/2 Mouse	$29
Windows 95 Keyboard	$17
Net Work card PCI Combo	$27
3COM 3C905TX Network Card PCI	$67
Intel Ether Express 10/100 Network Card PCI	$55
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Sony Digital Camera Mavica MVC - FD7	$669
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Cambridge SoundWorks Introduces A Sophisticated Sound System Designed For Use With A Computer

I used to think speakers on a computer were a joke. In the early days, they made noises more like an alarm than anything else. Over time, however, programs slowly began to appear that actually made use of speakers. Today, when you buy a desktop computer, speakers and a sound card are usually considered required equipment.

Gradually, we are moving closer to the merger of computers with other facets of our entertainment center.

As CD-ROM drives became a necessity in modern computing, I thought it would be nice to be able to use the computer's CD player for audio recordings. At that point, speakers became important to me. But listening to music through speakers that don't compare to my regular stereo system has always been a compromise I didn't want to make.

Last fall, Cambridge SoundWorks introduced a product to fill this void. PCWorks is a sophisticated sound system designed for use with a computer. It consists of two smaller cubes, each less than 3", and a subwoofer module that sits on the floor, preferably next to a wall. The cubes handle the mid- and high-range sounds above 150Hz. The subwoofer has a built-in amplifier that powers the whole system and handles the low range sounds. The sound from the system is phenomenal.

The legendary hi-fi speaker guru, Henry Kloss, designed PCWorks. Gradually, we are moving closer to the merger of computers with other facets of our entertainment center. Increasingly, I find myself listening to CDs through my computer other than on my fancy stereo system.

Installing PC Works is as simple as it could be. You plug one end of a stereo mini jack into your sound card and the other end into the subwoofer. You then attach the leads from the cubes to the subwoofer using the spring loaded speaker connectors. The wires are already stripped for you. A power supply provides 12v current to the subwoofer. The system does not have to be turned off between sessions. At last, I have a system that lets me satisfactorily play audio CDs at my computer. PCWorks comes with a volume control that rests near the keyboard. It is in the line that runs between your sound card and the subwoofer and is designed to give easy access to its small dial. This is a good deal more convenient for me than a volume control that you adjust with the mouse.

The software that comes with most sound cards lets you fast forward, pause, rewind, and do all of the other things that a standard CD player does. I found this setup extremely convenient when I was transcribing lyrics on my word processor.

The small satellite speakers come with several alternatives for placing them where you like best. I found the little stands that tilt them upwards to work best for me, but you also have the option of connecting them to the sides of your monitor—if you are using a desktop machine—or attaching them to a wall. The speakers are magnetically shielded to avoid conflicts with your other computer components. The leads that come with the satellites

continued on page 37

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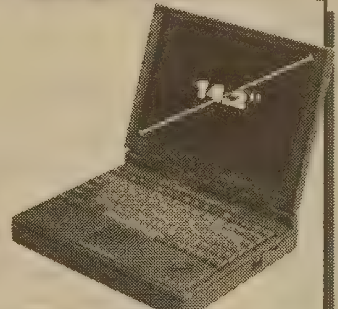

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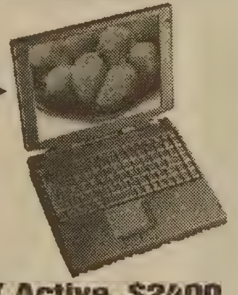

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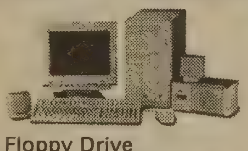

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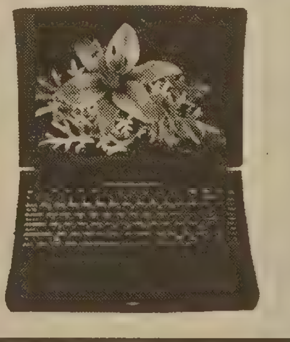

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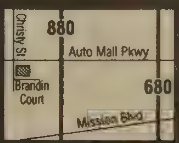

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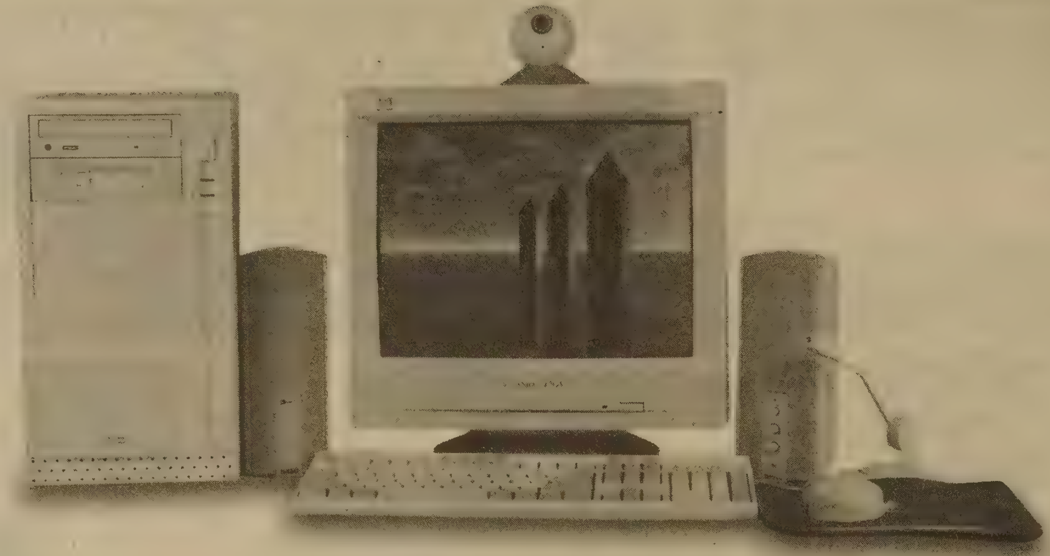

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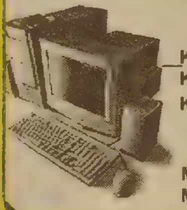

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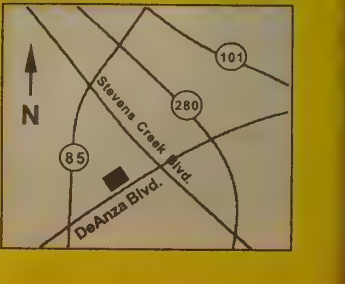

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Laptops *continued from page 32*

are nine feet long, letting you place the speakers anywhere you want.

The subwoofer measures 9.25" x 6.5" x 6". On the back is a volume control that lets you adjust the balance between the bass and the satellite speakers. When I first installed the system, I got complaints from members of my family that they could hear the bass rumbling throughout the house. This problem was solved by adjusting the balance.

Portable computers are notoriously bad for sound quality. The small size of these computers makes it close to impossible to have really good sound. The main solution here is to attach external speakers if you want to take advantage of the sound capabilities of the computer. I am not suggesting that PCWorks is a speaker system designed primarily for on-the-go applications. Rather, I see it as something to use in your primary work location. If, however, you are making presentations, it is easy to fill an entire room with the sound PCWorks offers.

This system is designed to provide big sound for a computer, but in fact these speakers will work with any device that uses a mini jack for connecting headphones or speakers. It works just as well with my portable CD player and Walkman as it does with my computer.

The final selling point of this system is its phenomenal price of a penny under a hundred bucks. This is listed as an introductory price, but I have not seen any cutoff date for this offer. If you are using tinny speakers, you owe it to yourself to get PCWorks. The speakers come with a one year parts and labor warranty. They come in either computer beige or black.

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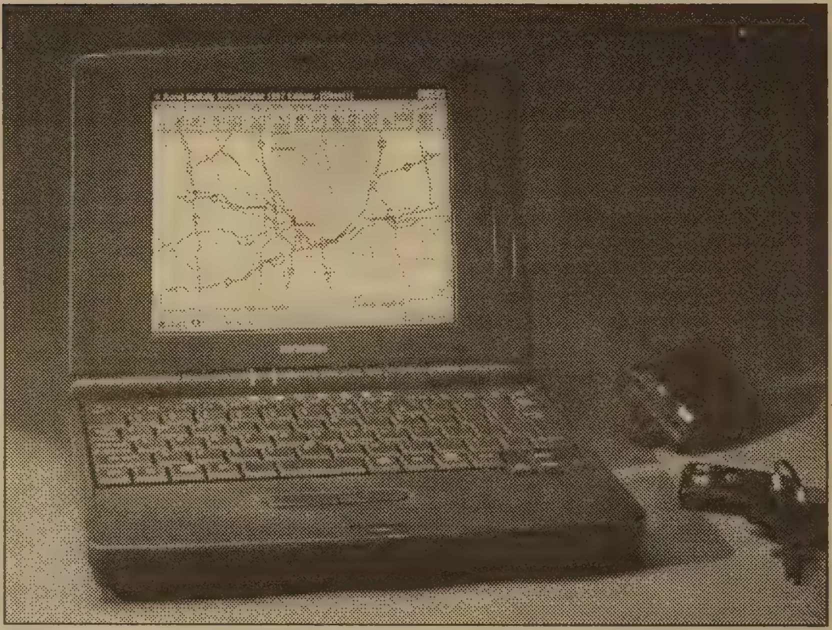
Laptops *continued...*

Computer Of The Month

Mitsubishi's AMiTY CN Mini-Notebook



Mitsubishi and other manufacturers are revisiting an idea that has been around for a long time, but now with new sophistication.

I have often thought that the most exciting place to be in the computer industry is working with small machines. While the real powerhouses are still the larger computers, I am fascinated by the miniaturization of the technology. As the components have gotten smaller, we have seen the introduction of a wider range of configurations. The fact is, even smaller notebook computers are possible, but the trade off is felt in the keyboards and displays.

Mitsubishi and other manufacturers are revisiting an idea that has been around for a long time, but now with new sophistication. Mitsubishi's AMiTY CN is a mini-notebook that weighs in at 2.4 lbs. and runs a full configuration of programs. Despite its diminutive size, it is powered by a Pentium 133MHz processor and runs Windows 95 Mitsubishi claims that the trade off between portability and performance has simply disappeared.

On the surface, that seems to be the case. This notebook comes with 16MB of RAM, expandable all the way up to 48MB. The hard drive holds 1.2GB and the overall dimensions are 9.3" x 6.7" x 1.34". The passive color display measures 7.5". While the keyboard is small, it is still possible to touch type—although not without some compromise on comfort. You see ads showing people with their portables on the airplane. I can tell you from first hand experience that it is almost impossible to work in coach class with any of the larger laptops. The AMiTY CN, however, makes it possible to actually get something done on the airplane.

I think Mitsubishi has found a niche that needed a new computer. More and more, people want a notebook to carry on the road for occasional use and for access to critical files when they are traveling. But most importantly, people want to keep up with their email. This notebook is perfect for that. On a recent trip, for instance, I didn't want to carry a bigger notebook for the limited use I had in mind but the AMiTY CN filled my needs perfectly.

While the keyboard is not as inconvenient for typing as a palmtop, it is definitely not what I would choose for serious word processing jobs. The pointing device is a TrackPoint III pointer located between the G, H, and B keys. I found it difficult to control, but it got the job done. If you are using this computer in a fixed location, you will want to attach a standard keyboard and mouse.

The display offers clear color. You also have the option of connecting to a standard VGA external monitor through the port on the back. The Lithium-Ion battery has a shorter life than I would like for work on an airplane. It needs to be recharged after an hour and a half or so. Mitsubishi, however, offers an alternative—a high capacity Lithium-Ion battery pack that runs for seven and a half hours and also serves as a handle.

To achieve this small size Mitsubishi had to make some compromises. All of them seem reasonable to me. First, there is no internal floppy drive. A external floppy drive is included. The drive is also tiny and can easily be packed in a suitcase when needed. More of a loss, however, is the absence of a CD-ROM drive. There are now a number of good CD-ROM drives available that connect either through a parallel port or through a PC Card. I prefer the PC Card interface.

The AMiTY CN comes with two PC Card

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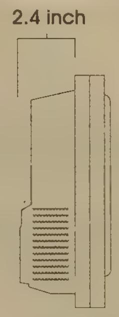

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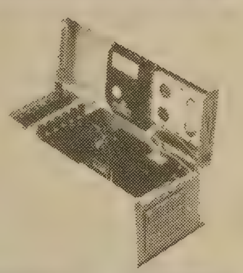

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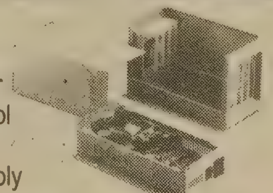

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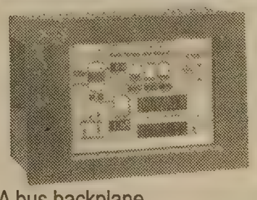

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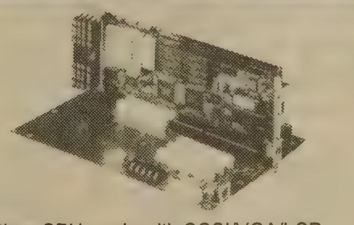

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Laptops *continued...*

slots. Either will take a Type I or Type II card. You can also use a single Type III card in the slots. Using a Datapak 520 hard drive Type III PC Card from Kingston I was able to load a program onto the system that was larger than the capacity of a floppy drive. One of the slots is set up for Zoom video.

Mitsubishi claims that the trade off between portability and performance has simply disappeared.

No portable is complete these days without sound capability. The AMiTY CN has a tiny internal speaker and microphone. The capability of the system, however, exceeds the capability of the speaker. The sound system is Sound Blaster Pro-compatible and there are jacks for sound in and sound out.

There is the usual collection of ports including a serial and a parallel on the back of the computer, as well as an infrared port.

The AMiTY CN fills a niche that I am happy to see addressed. I find palmtop machines great for some applications, but limited since that they do not offer full access to Windows 95 and programs that run under that operating system. This new mini-notebook class of computers meets that objection.

In the months ahead, a number of new designs for portables will hit the market. Each of the designs addresses a particular market. Just wait for the design that meets your needs. Systems that weigh just as little as this, but have larger keyboards and displays are just around the corner. But the Mitsubishi AMiTY CN, not much larger than an appointment book, is great for working in a limited space like on an airplane. ■

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RESOURCES:

AMiTY CN, $1,995
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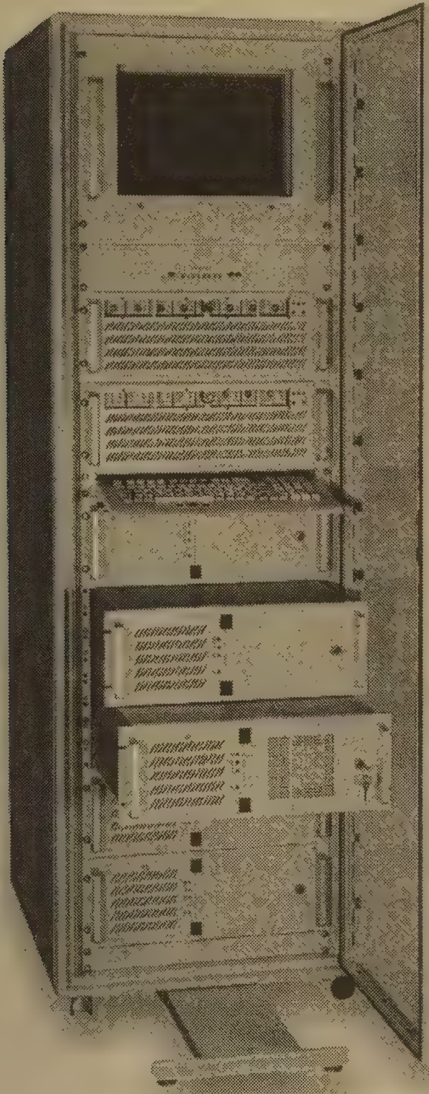

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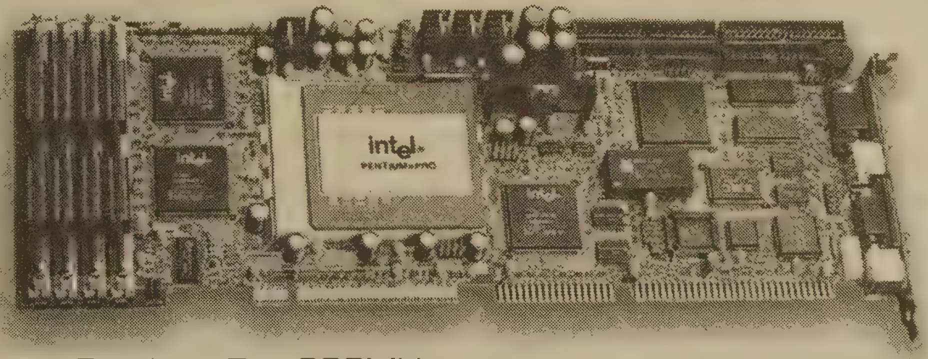

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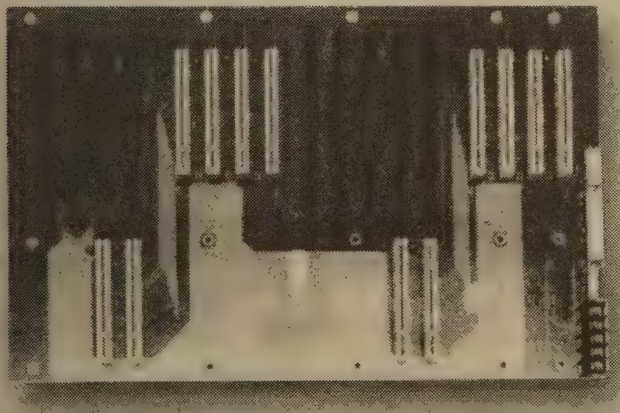

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TELECOMMUTING • BY ROBERT MOSKOWITZ

Telecommuting To A Job Interview

Can It Yield Better Results Than Face-To-Face Meetings?

It makes a certain amount of sense, doesn't it? After all, companies today spend thousands of dollars to bring recruits into their offices and to rent them rooms in nearby hotels. Shaving just these travel costs would easily cut a hefty slice from today's ever-increasing recruiting costs.

So it's understandable that some firms are experimenting with various aspects of putting the recruiting and hiring process onto the Internet. For example:

1) A company called VirtualStaff *(www.virtualstaff.com/)* operates as a network of business and computer professionals who do programming, Web page development, desktop publishing, and business research and analysis for clients via the Internet. Not surprisingly, they (and other employers) meet and often hire good candidates over the Internet, rather than face-to-face. Recently, they teamed up with Cornell University to provide Internet-based workshops covering Electronic Staffing, conducted in online computer labs all across the country. [Call Cornell University for further information: (212)340-2863.]

2) A relatively new PC-to-PC video conferencing network—called SearchLinc—has been put together by the owners of *Career Magazine (www.careermag.com)*. The system allows companies to conduct clear and full-motion online video interviews in real time (although only black and white) without the usual technical hassles or logistical nightmares. One important service: users receive detailed information about compatible sites close to each prospective interviewee. In a recent experiment, recruiters in Dallas satisfactorily interviewed two dozen job candidates dialing in from an IT trade show at the Jacob Javits Convention Center in New York City.

3) Hundreds of Human Resource departments are routinely posting their job openings on the Internet. Some firms have devoted entire Web sites to recruiting, complete with company histories, lists of job titles and qualifications, and at least a first step into the application process for interested candidates.

4) Job posting services from the *Wall Street Journal (www.wsj.com)*, the *Washington Post (www.washingtonpost.com)*, and *Classifieds* 2000 *(www.classifieds2000.com)* now use advanced technology to automatically copy all the jobs listed on employers' own Web sites and reformat them to meet the specifications of the newspapers' online databases, simultaneously creating links back to the employers' own Web pages. This gives the employers' job postings direct access to a much higher volume of Internet traffic.

5) The JobMarket *(www.thejobmarket.com)* is one of many Web sites that help job seekers find employers. This one offers thousands of classified ads, backed up by company information from Dun & Bradstreet, an online resume builder, a calendar of job fairs, and an "advice forum" that covers everything from career counseling to relocation logistics and salary concerns. Employers can pay $50 to post each classified ad, and have it linked directly to their own Web site. Advertisers get unlimited access to search the database of candidates.

6) A site called "Job Engine" *(www.jobengine.com)* brings new speed and sophistication to the process of posting a resume where prospective employers can easily find it.

7) *CareerCrossroads (www.careerxroads.com)* is both a book and a Web site listing 500 other Web sites of interest and value to job seekers.

The trend is clearly toward using telecommuting technology to simplify and speed the process of hiring, as it already simplifies and speeds the process of delivering work products once you have been hired.

Job posting services from the *Wall Street Journal*, the *Washington Post*, and *Classifieds 2000* now use advanced technology to automatically copy all the jobs listed on employers' own Web sites and reformat them to meet the specifications of the newspapers' online databases, simultaneously creating links back to the employers' own Web pages.

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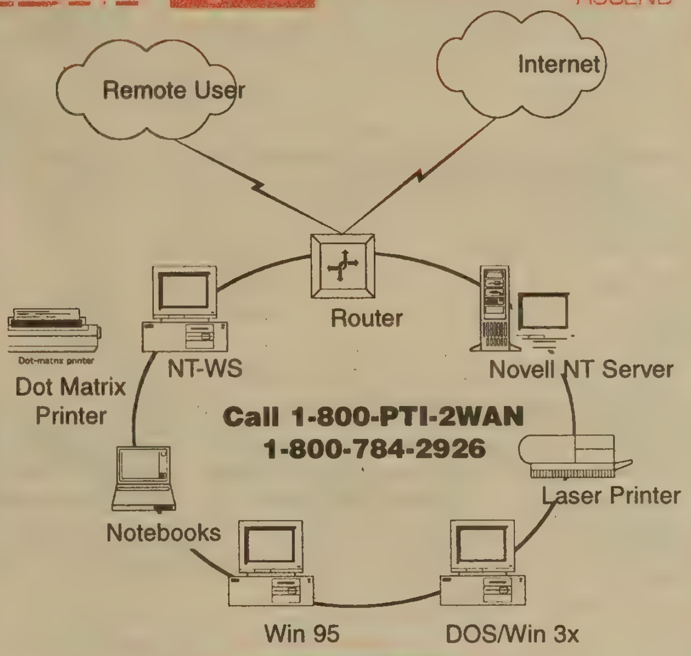

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And why not? In many ways, telecommuting instead of walking into a hiring process can yield far better results than conventional face-to-face meetings.

One reason is that physical characteristics don't come into play as much. Good looks—which have been shown to influence hiring decisions in ways that later turn out to be sub-optimal—are far less enticing over the Internet. In fact, the lack of face-to-face interaction when hiring over the Internet seems to not-so-subtly shift the employer's basis for judgment from superficials to the objectively important factors in filling an open position.

One Possible Hiring Process

Here's one way the process of telecommuting to a job interview might be handled:

First, applicants would search the Internet for appealing job openings. At the same time, employers would search the Internet for resumes of candidates likely to fit one of the positions they have open. In our scenario, an employer and a candidate find each other.

Now the applicant electronically submits answers to a series of questions asked electronically by the employer's HR staff. These questions could be generated in sequence by interactive software—each question selected on the basis of the candidate's answers to previous questions—or they could be entirely standardized for all candidates, and simply be sent in one questionnaire or application to the candidate via email. In some cases, the interaction could be as conventional as a one-on-one conversation between the applicant and a job counselor or recruiter conducted via Internet email instead of telephone or postal mail.

During this part of the process, the employer would almost certainly check the applicant's references, and also ask the applicant to submit samples of previous work or to demonstrate his or her capabilities by completing a test assignment. But the candidate still would not have to appear at the employer's office. It's no great stretch to imagine the work of the test assignment being done entirely via telecommuting.

At the same time, the applicant would be asking his or her own questions of the employer, and very likely checking the employer's vital signs, including perhaps its stock price, business prospects, hiring and firing history, and financial viability.

Assuming both parties meet the other's minimum standards, details of the employment contract would be negotiated next. Via email or a video conference, the candidate and HR staff would nail down such important factors as compensation, job title, responsibilities, starting date, vacation and other benefits, bonus possibilities, and potential for perks. At some point, the candidate would probably have to visit a doctor for a physical exam. But everything else can already be handled virtually. It's only a matter of learning to be comfortable hiring this new way.

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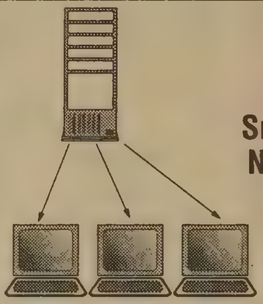

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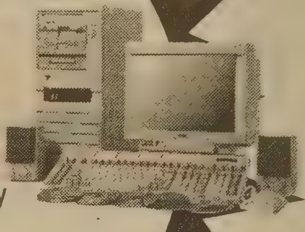

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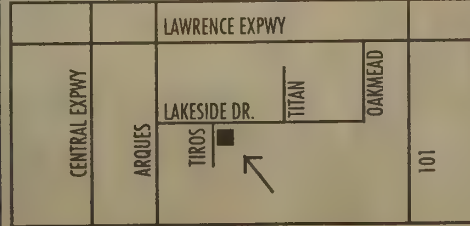

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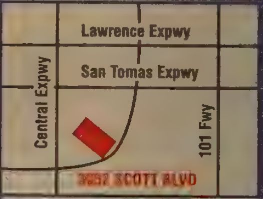

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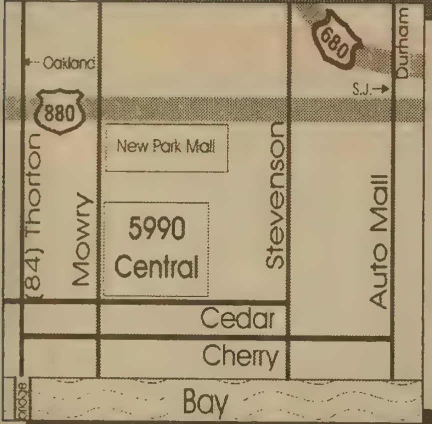

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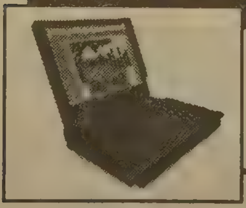

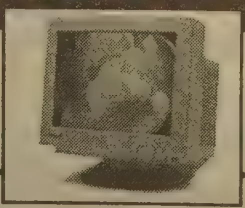

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○ MACINTOSH NOTEBOOK

PICK YOUR PREFERENCES
○ Name Brand
○ Compatibles
○ No Preference

Step 1: Enter PC System Brand Name & Model #. If Preference

Step 1: Enter NoteBook Brand Name & Model #. If Preference

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STEP TWO: SYSTEM CONFIGURATION: ○ INTEL ○ PENTIUM ○ PENTIUM MMX ○ PENTIUM PRO ○ PENTIUM II ○ DUAL CPU'S
○ MACINTOSH ○ MACPOWER BOOK ○ MacCLONE ○ AMD ○ CYRIX

CPU MHz & SPEED:
○ 5X86 ○ 6X86 ○ K-6 ○ Quadra ○ PowerPC
○ 266 ○ 233 ○ 200 ○ 180 ○ 166 ○ 150 ○ 133 ○ 120 ○ 100

BUS TYPE ○ PCI ○ VLB ○ EISA ○ ISA

CACHE ○ 64K ○ 128K ○ 256K ○ 512K

RAM: ○ EDO ○ SRAM ○ 4MB ○ 8MB ○ 16MB ○ 32MB ○ 64MB ○ 128MB

MONITOR: ○ SVGA ○ VGA ○ MONO ○ 26 DPI
○ 14" ○ 15" ○ 17" ○ Non Interlace ○ 28 DPI
○ 20" ○ 21" ○ Multisync

HARD DISK DRIVE: ○ 100MB+ ○ 800MB+ ○ 1GB+ ○ 2.5GB+ ○ 4GB+
○ IDE ○ SCSI ○ ZIP DR ○ JAZZ ○ 2GB+ ○ 3GB+ ○ 6GB+

FLOPPY DRIVE: ○ 1.44MB and/or ○ 1.2MB

FAX MODEM: ○ Internal ○ External
○ 33600bps ○ 56000bps ○ 28800bps

CASE TYPE: ○ Mid Tower ○ Desktop ○ Full Tower

VIDEO CARD RAM ○ 512KB
○ 1MB ○ 2MB ○ 3MB ○ 4MB

POINTING INPUT DEVICES: ○ Any Mouse ○ MS Mouse ○ Keyboard
○ Serial ○ Bus ○ PS2 ○ Trackball ○ Joystick ○ Ball Point ○ Pen

OPERATING SYSTEM NEEDED: ○ Windows 95 ○ OS2/Warp
○ Win NT ○ Mac ○ UNIX ○ DOS/Windows 3.11

STEP THREE: MULTIMEDIA UPGRADE ○ Please Add To Step 1 & 2 Quotation ○ Please Quote Me Separately

CD ROM DRIVE: ○ Internal
○ IDE ○ SCSI ○ External

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○ 1-5 ○ 5-10 ○ 11+

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○ 16Bit
○ 32Bit
○ 64Bit

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○ Less Than 25W
○ 25 to 50W
○ 50 to 75W
○ More Than 75W

STEP FOUR: NOTEBOOK SECTION - Please Note You Must Make Choices In Steps 1 & 2 To Complete Step 4

SCREEN TYPE: ○ 10" ○ 11' ○ 12'
○ Active Color ○ Dual Scan ○ 13'

PCMCIA SLOT:
○ Type II ○ Type III ○ Type IV

○ Audio Capable ○ Docking Station ○ Extra Battery
○ Fax Modem ○ CD\MultiMedia

STEP FIVE: NETWORKING NEEDS: ○ Please Contact Me on My Networking Needs Indicated Below
○ Software ○ Hardware ○ Consultation ○ Design ○ Installation ○ Administration ○ MS Workgroups
○ Users 2 to 10 ○ Users 10 to 50 ○ Users Over 50 ○ Lantastic ○ Apple Talk ○ Novell ○ MS NT

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STEP SIX: UPGRADES & PERIPHERALS: ○ Ink Jet Printer ○ Tape Backup ○ Accelerator ○ Digitizer
○ Laser Printer ○ Color Printer ○ Dot Matrix Printer ○ Flat Bed Scanner ○ Hand Scanner

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QUOTATION HOTLINE

Telecommuting *continued from page 44*

This sketch of online hiring may not work out perfectly in practice, but intrinsically it's no worse than many of the face-to-face hiring systems employers are using right now.

While we're ramping up these online hiring methods, however, it's likely that employers would continue to insist on a face-to-face interview as a last step before making a firm job offer. After all, you can hear some people asking, "How do we know it's really the candidate who's answering all these questions and doing all this work?"

Which brings up the classic "what's in the black box" conundrum. Some people will be concerned that it be the candidate giving all the answers and meeting all the requirements. But what if, instead, it's a close-knit family who—together—can meet the requirements of a single job description that can be done via telecommuting? If this "virtual employee" meets the requirements, does the work, and provides the expected responses to all questions, should the employer be concerned about the identity of the "virtual employee?" or even whether it is a single individual or a team?

Let's go farther: Should the employer be concerned whether or not the "virtual employee" is even human? If computers ever learn to demonstrate intelligence—under the terms of the Turing Test (give appropriate answers to any reasonable question, and maintain a reasonable conversation with another person, all via a typewriter)—why couldn't these intelligent computers get and hold real jobs? After all, some computers are already replacing some employees. Why must these replacements always be made with the knowledge and consent of the employer? But don't bother to answer these questions now: this is a topic for a future discussion.

A Telecommuting-Based Incubator For New Business

A new and different approach to facilitating small business startup and success in the private sector is now finding a place in the business world. One of the most prominent is a non-profit consortium in Silicon Valley called CommerceNet. Founded in 1994, it began as a project of the federal government, but has now evolved into a membership based company involved in a joint venture that is attempting to develop an Internet-based infrastructure for electronic commerce.

An open question among advocates of business incubation has long been "where is the optimal location for R&D centers of excellence?" CommerceNet is now attempting to demonstrate that the breadth and immediacy of connections with other business organizations—that is, "being virtual"—and not simply an organization's physical location, are the key elements in structuring a successful and viable "network of innovation?"

So far, there are about 300 corporate and organizational members in the consortium.

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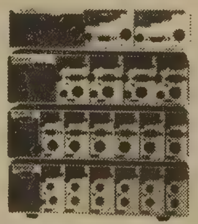

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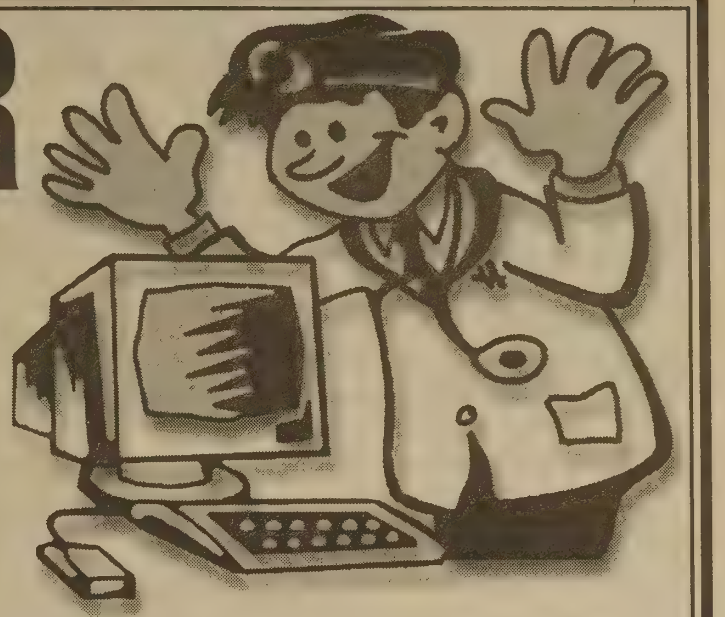

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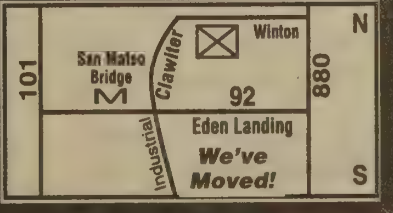

Together, they are struggling to find ways to make a global business community viable through telecommuting and electronic commerce.

Although the concept may later need fine-tuning to be effective in many different industries, locations or markets, it seems worthwhile to test its viability right now within the software industry, which has long been a trend-setter and a key source of value enhancement in all other industries.

In fact, this experiment is particularly timely, because the software industry is going through a phase of rapidly increasing competition and widespread opportunities for entrepreneurs and small companies. In California, software entrepreneurs face particularly critical issues, not the least of which include a shortage of financial and human capital.

According to a recent report on this issue from Dr. Charles Grantham at the Institute for the Study of Distributed Work, and supported by the California Office of Strategic Technology under its Goldstrike Program, this new model of business incubation through telecommuting must focus on providing the small business community with a structure and mechanism to easily access:

- information on "best practices" for business development
- industry and management experience
- resources for international marketing, sales and distribution

Dr. Grantham suggests that every business today competes in two worlds: a world of physical resources that managers can see and touch, plus a second telecommuting world centered around information. The physical world is adequately addressed by traditional business incubators. But these institutions typically give short shrift to the other essential aspect of the situation: the telecommuting dimension.

Clearly, for an entrepreneurial firm to become a successful venture, many different needs must be adequately addressed. But not all these required resources must be co-located. In fact, with the globalization of today's technical and business resources, having everything near to hand is often an unreasonable requirement. That's one reason converting some or all the functions of business incubation to a brand new telecommuting paradigm would make so much sense, not only in the US but elsewhere around the globe.

A telecommuting incubator would focus on the presently underserved requirements of business growth and success, such as:

- identifying strategic opportunities
- identifying key core competencies and human resource requirements
- actively managing intellectual capital
- creating strategic alliances.

All these steps are important in the development of a sustainable competitive advantage for an up and coming business enterprise. And not surprisingly, they are blind to geographic and resource constraints. Instead, they reflect what ought to be the main goals of a telecommuting-based business incubator: pooling technical and business talent across all frontiers, providing a clear focus on success, and offering a strategy to meet each business opportunity at hand.

A telecommuting based "network of innovation" would electronically bring together centers of technical, business, and management excellence in ways far more flexible and dynamic than is now available. For example, increasing the level of connectivity between

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practitioners of "best practices" would greatly facilitate powerful alliances of startups, universities, and large companies—all of which would have excellence as a common underlying theme. A telecommuting based business incubator would also make it far easier for the best marketers, technologists and managers to assemble themselves into strategic alliances geared to address highly specific business opportunities.

As presently envisioned, a telecommuting-based business incubator would focus on forming strategic alliances and bringing together as early as possible all the ingredients essential for success in a new business venture. It would be Internet-based, and would be set up and operated to optimize the use of distributed resources. It would also be a for-profit entity, with university and public sector organizations playing supporting roles.

Naturally, the telecommuting incubator would work in conjunction with physical incubators, when appropriate.

Dr. Grantham suggests that by supporting this kind of telecommuting based business incubator, the public and private sectors could play critically important roles in plugging the knowledge gap which now threatens to limit the future growth of our knowledge-based economy.

For more information on any aspect of this discussion, contact Dr. Grantham at the Institute for the Study of Distributed Work, (501)974-0140, or by email at *isdw@aol.com* .

> An open question among advocates of business incubation has long been "where is the optimal location for R&D centers of excellence?"

Newsgroup: "alt.support.telecommute"

Whether you're an experienced teleworker or a novice considering whether or not to explore the possibility, the alt.support.telecommute newsgroup is full of people who can provide a great deal of advice on just about any aspect of the technology, the sociology, the economics, or the practical business of telecommuting.

If you're looking for work, you can post your resume, or a brief notice "selling" yourself as a telecommuter, on this listserv (and possibly others that are relevant to your specific job skills and goals).

Lots of different people scan through these notices, and you just might make a connection that takes you from thinking about telecommuting to doing it in a very short time. ■

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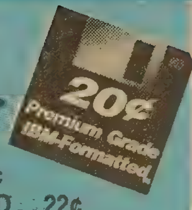

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Oakland Street Scene: The Gurus And Platform Shift

Or, There Was This Turtle...

After Carrara's closed, Emeryville was never quite the same, and it was only a matter of time before the gurus, seeking solace, would converge on I.B.'s Hoagies in downtown Oakland. The coffee was too weak for their taste, but the sandwiches were good, and they could indulge their nostalgia for the times they had camped out all night on the sidewalk across the street waiting for Grateful Dead tickets to go on sale.

One rainy lunchtime they found themselves seated between a bemused-looking elderly woman in a tattered overcoat and table of white-shirted executives.

The executives were heatedly discussing "platform shift," and the woman was carrying on a monologue about cosmology.

"The universe," she said aloud to no one in particular, "sits on the back of a giant turtle."

One of the executives waved a finger at his colleagues and said, "We're in the middle of a real platform shift, you see. Client/server is giving way to the Internet platform."

The gurus looked at each other and shifted uneasily in their seats.

Another executive chimed in, "Don't you think the real platform shift is to the In*tra*net platform?"

"Which, in turn, rests on the back of another turtle," the old woman continued.

"What I see happening is this," a third executive volunteered, "The PC platform is splintering. There must be, what, six or seven not entirely compatible versions of Windows. And there are more chip choices for PC hardware than ever before. There's so much technology churn that even Microsoft and Intel can't control their markets."

The other executives nodded their agreement; the gurus' agitation increased.

The first executive seized the thread, "Right, and UNIX is already so fragmented it will never be more than a niche player. That's why the platform of choice is the Internet."

> "Client/server and Internet and mobile computing are trends or styles or fashions. You can make money off of them if you're lucky, but they aren't platforms."

"In*tra*net," carped the second executive.

"And so on and so on," the smiling woman cackled with satisfaction. "It's nothing but turtles all the way down."

"Don't forget the mobile platform," the third executive insisted.

The gurus' restlessness reached something like a boiling point, and the sound of collective throat clearing emanated from their table.

Back To Von Neumann

It was Baba Classpath who first leaned toward the executives and spoke: "Excuse me, but do you gentlemen have any idea what you're talking about?"

"Platform shift," they replied in unison.

"Ah. Just so. My friends and I are having a little difficulty understanding just what you mean by 'platform'."

"Platform. You know, *plat*form!" the third executive offered with raised eyebrows and an encouraging wave of his hand.

The second executive took up the challenge: "Platforms are like the environment you have to assume. Things like mainframes, client/server, and the Internet."

"Turtles!" the woman shouted triumphantly.

"And things," Baba Classpath inquired, "like UNIX, Windows, PC hardware, and, uh, mobile?"

"Yes, exactly," the executives agreed hastily.

"But what do all those things have in common? What makes them platforms?"

"Let's just say," the third executive said, "that we know a platform when we see it."

The gurus glared over the tops of their glasses at him.

It was Baba Classpath who spoke: "Look, let's begin at the beginning."

"There was this turtle..." the old woman sighed rhapsodically.

"John von Neumann imagined a computer architecture that consisted of hardware (a processor, some memory, and an i/o system) and programs (sequences of instructions to tell the hardware what to do). The programs could be stored (inside or outside the computer), and the user

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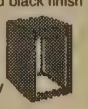

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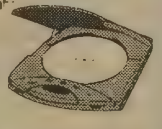

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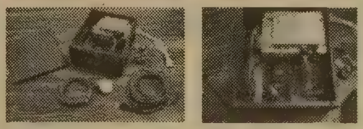

- Fantastic opportunity for the techie who is interested in GPS (Global Positioning System) technology!
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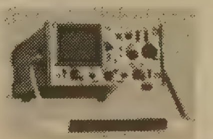

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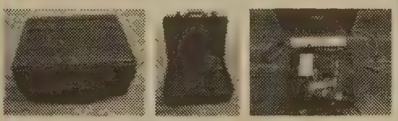

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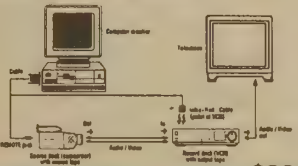

HSC#17154 **$29.95**

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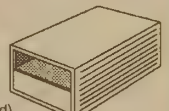

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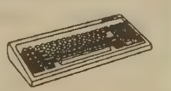

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"Computers were built that implemented the von Neumann architecture. At first there were no true programming languages, there were only the instruction sets for a processor. The instructions were just numbers that told the processor what to do, but those numbers were the computers interface for creating programs. The interface for creating programs is usually known these days as the Application Programming Interface or API.

"Gradually programming languages that were understandable by human beings evolved, at first in the form of processor-specific assembly languages. This made it easier for programmers to write programs and to communicate among themselves."

The old woman looked disturbed. "The turtle's name was John von Neumann?"

The executives were growing restless. "And what does all this have to do with platforms?" one of them asked.

"Well, that *was* the first platform: a piece of hardware with a processor-specific language or instruction set. The important thing is that it had an API, developers, and users. And the API could evolve: in this case, the evolution was from numeric instructions that meant something to the processor to symbolic instructions that meant something to the programmers and could be translated into something the processor could understand."

"So?"

"So there was a platform shift in the late '60s and early '70s. Processor technology was changing so fast that writing programs in a processor-specific language became less and less useful.

"The notion of a portable operating system (like UNIX) came to the rescue. The basic idea is that a portable operating system can encapsulate the differences between the different kinds of processor it ran on. The operating system (and not the processor) would provide the API, and a developer who knew the operating system's API didn't have to worry about what processors the program would be used on. The new operating system platform provided a degree of independence from the old hardware platform.

"Notice that the hardware platform didn't go away. It was just masked by the operating system platform.

"With an operating system between the developer and the processor, computer languages became friendlier and easier to use. Languages like Pascal and C evolved, and more and more people got into computer programming."

> "Platforms change because an old platform fails to inspire a consensus. Usually because it offers too many choices. The old platform becomes something developers or users feel constrained by, something they need to be independent of."

That Was Then...

"Okay, fine. But this is all ancient history. What about modern platforms?"

"Modern platforms?"

"Platform shoes?" the old woman ventured.

"You know: Client/server, the Internet, mobile computing."

"Well, strictly speaking," Baba Classpath replied gently, "those aren't platforms."

"Not platforms? Are you nuts? Of course they're platforms! That's where we make our money."

"No, no, no, they can't be platforms," Baba Classpath fumed. "None of those things represents an API. The real platforms are things that can be programmed. Client/server and Internet and mobile computing are trends or styles or fashions. You can make money off of them if you're lucky, but they aren't platforms."

"Turtles do *not* wear shoes," the woman asserted.

"Okay. If you're so smart, what will the next platform be?"

"Atlas!" the woman ventured. "Atlas definitely has potential. He could do the work of a turtle if only he would stand still long enough. He's so fidgety."

"Well, think about it. Why do platforms change?"

"I don't know. Maybe somebody at Microsoft decides they have to."

"No, platforms change because an old platform fails to inspire a consensus. Usually because it offers too many choices. The old platform becomes something developers or users feel constrained by, something they need to be independent of.

"The operating system platform *is* getting to be a problem. You were probably right earlier when you talked about the splintering of both the Windows and UNIX platforms.

"It's not just a choice between UNIX and NT any more. In fact, there are lots of choices, and the more operating systems there are, the less useful the operating system platform becomes because there are too many APIs.

"So you should look for the next platform to provide a common API that can be used to create programs that will run on any operating system."

"Oh." The executives seemed to have hit a dead end.

"And that's why Java is important: because it represents just such an API."

"So Java is the next platform?"

"Don't know yet, it's too early to tell."

The old woman caught Baba Classpath's eye and asked, "Are there turtles in Java?" ■

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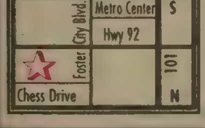

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32-Bit Computing

The Processor Subsystem

The Ziff-Davis Benchmarking Operation (ZDBOp) deems the processor subsystem as consisting of the following components:

* CPU
  - L1 cache
  - Floating Point Unit (FPU)
* RAM
* L2 cache
* memory bus (between CPU and RAM)

Since the chipset determines the memory bus speed and affects performance in its own right, it, and the system board built around it, rather than the bus speed per se, are the actual components. But for a given system board and chipset (and, thus, bus speed), the CPU, RAM and caches will determine the performance of the processor subsystem.

CPU

As already explained, with CPUs going beyond 300MHz, the current 66MHz bus has been holding performance back. This is about to change, with both Intel and its competitors working on 100MHz bus support (for further details on the following, technical and otherwise, see Tom's Hardware Guide).

Last month I mentioned some confusion regarding Intel's forthcoming Deschutes CPU: will it support a 66MHz, or a 100MHz bus? Well, the answer is both and in two ways.

One version will be for Slot 1 system boards. Still called Pentium II and intended for high-end desktop systems, it will start at 333MHz for the current 66MHz bus, followed by faster versions for 100MHz bus boards. It will support the current maximum 512MB of RAM and up to dual-CPU systems. A yet-unnamed version for new, 100MHz bus Slot 2 boards will replace the Pentium Pro for servers. Starting at 350MHz, it is expected to reach 450MHz. It will support up to quad-CPU systems and, probably, more than 512MB RAM.

AMD's first answer to Intel at the 100MHz bus speed will be the K6 3D CPU, starting at 300MHz. It will have proprietary, though licensable, multimedia extensions. It will be followed by the K6+ 3D, with a built-in 256KB L2 cache (with additional, L3 cache on the system board), starting at 350MHz. Both CPUs will work with Super 7 system boards, the new version of Socket 7 boards supporting both a 100MHz bus and AGP.

Cyrix's version of its 6x86MX CPU for the 100MHz bus, Cayenne, will have its own proprietary multimedia extensions (MMXFP), FPU enhancements and faster speeds.

While these developments mean to raise performance levels and offer users choices, the ensuing CPU, chipset, and system board market fragmentation into proprietary segments is not good for users. Furthermore, it makes competition with Intel—already difficult—even harder. AMD (showing signs of strain) and Cyrix require support by both chipset and system board makers to succeed, which is difficult in a market with such a highly dominant player. Their failure would hardly be beneficial to users in the long run.

While these developments mean to raise performance levels and offer users choices, the ensuing CPU, chipset, and system board market fragmentation into proprietary segments is not good for users.

The second bottleneck factor, memory, adds complications and uncertainties of its own.

RAM

Before the Pentium, the CPU data path was 32-bit and memory was structured in SIMMs (single in-line memory modules). RAM performance was specified in nanoseconds (ns), the time from CPU's read command to the time it got the data from memory. The performance of the FPM type of Dynamic RAM (DRAM) common at the time was 60ns, which translates to less than 30MHz in clock frequency terms.

For the Pentium, with rates of 100MHz and beyond and a bus frequency of 66MHz, 30MHz memory became a bottleneck. Also, Pentium's 64-bit data path required two 32-bit SIMMs for each upgrade.

Increasing caches in the CPU (L1) and system board (L2), which are faster than regular DRAM (e.g. 20ns for L2), helps, but it is also much more expensive. So additional techniques were used to work around the limitations of FPM RAM: EDO RAM increased performance to about 40MHz (25ns) and BEDO RAM a bit more, such that it approached the bus speed of 66MHz. But with a 100MHz bus, this won't do at all.

continued on page 66

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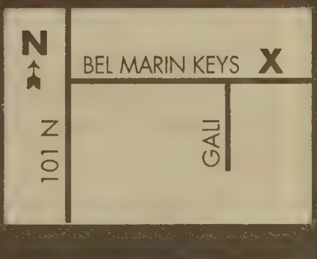

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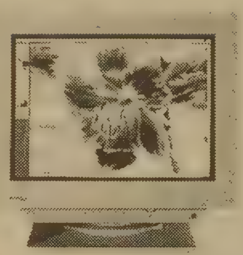

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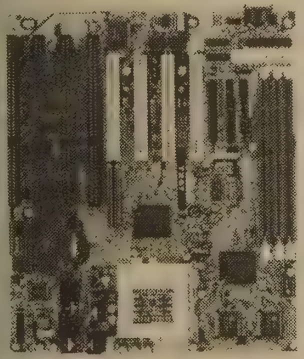

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USR 56K X2 Fax/Modem w/Voice oem	.129
USR Sportster ISDN 128K int.	.179
USR X1560 56K PCMCIA	.199

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Netgear FE104/108 100Mbps 4/8 port hub	.159/319
Netgear FE508 Stackable 100 8 port, RJ-45	.399
Netgear FE516 Stackable 100 16 port, RJ-45	.409
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Netgear FS102/FS104 Fast Ethernet Switch	.Call
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3C905B-TX PCI oem	.79
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4) All prices reflect cash discount.
5) All returns must have Return Merchandise Authorization (RMA) Number.
6) All returns must be in original packaging complete with manual, software,...etc.
7) 15% restocking charge on returns after three days.
8) Laitron Computer is not responsible for any. typos
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10) Some Items may require special orders.
11) Price matching only applies to local competitors Mail order, closeouts, limited quantites excluded
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32Bit Computing

continued from page 60

Here is where SDRAM came in. Synchronous DRAM means that it is directly dependent on the clock speed of the entire system, that is, it works at the same speed as the system bus, up to 100MHz. It is structured in DIMMs (dual in-line memory modules) and, thus, only one is required for an upgrade. But, as with the CPU, things get very tricky, as Steve Reynard, design engineer with Unigen, explains.

Theoretically, SDRAM's frequency in MHz is the inverse of access time in ns, so either could be used as performance specification. Ten-nanosecond SDRAM could operate at 100MHz, which is how currently available SDRAM is advertised. But this is misleading, because of CAS latency—the number of clock cycles from a read command until memory provides the data. The common CAS latencies of 2 or 3 allow memory to operate at higher frequencies by adding two or three delays (wait states), which give memory enough time to provide the data before the next read command.

Thus, current 10ns SDRAM with CAS latency of 2 operates only at the current bus speed, 66MHz. The next generation, with a latency of 3, will operate at 100MHz (as per the PC100 specifications for that bus). In fact, it's even more complicated, because two types of 8ns chips are also forthcoming, as follows:

Speed	CAS Latency 2	CAS Latency 3
10ns	66MHz	100MHz
8ns-I	75MHz	125MHz
8ns-II	100MHz	125MHz

Consequently, to avoid confusion, SDRAM should be spec'ed in both ns and real MHz, which takes latency into account.

While all SDRAM of the same specs generally performs similarly to ensure compatibility, some factors can affect reliability and performance.

Module design/layout: DIMMs consist of one or more memory chips. All chips meet specs, but some do it better than others and are more reliable. The main difference is how good the module layout is. If shortcuts to design are taken to cut costs, signals are weakened which, with a poorly designed system board, can result in compatibility and/or reliability problems.

Density: Modules (DIMMs) are made of chips. The size of chips (in Mb—megabits) and modules (in MB—megabytes) go hand in hand. When module size outpaces chip size, there are trade off points between performance and reliability. For example, currently there are no chips denser than 64Mb, and 256MB modules are probably too big for them (although Unigen has developed such, but at a higher cost).

Buffering: Is often used to work around the problems of higher density modules made from lower density chips. Buffered memory adds delay—it takes time for signals to propagate through buffers. Its only good use is in 256MB modules and beyond (it is necessary for very high density modules). It should be avoided for smaller modules, unless a system absolutely requires it.

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CYRIX M2/200 MMX	$ 759
AMD k6 200MMX MHZ	$ 769
AMD K6/166MMX MHZ	$ 749
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Intel Atlanta P. II 233 (PII266 + $99)	165	425	575	775	925
Asus P2L97 P.II300(PII330 +$199)	155	655	715	915	1065
Asus P2L97 P.II233(PII266 +$99)	155	415	565	765	915
Intel Anchorage 200MMX (233MMX+$69)	149	269	419	619	769
Asus SP97V,P5-200MMX(233MMX+$69)	77	199	299	499	659
Asus SP97V,P5-150 (166MMX+$29)	77	159	259	459	609
Asus TxP4, P5-200mmx(233mmx+$69)	99	224	324	524	675
P5-200MMX Intel Triton TX (233MMX+$69)	81	209	293	493	649
P5-150 Intel Triton VX (166MMX+$29)	65	155	255	455	599
486 Dx4/100 VLB & PCI	53	89	189	389	539

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Toshiba SCSI 15X/32X CD-ROM	75/109
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U.S.Robotics 33.6 (int)/voice	67/87
U.S Robotics 33.6 (ext)/voice	129/147
PCMCIA 33.6/56K Fax/Modem	67/107

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Deluxe Full tower w/230 w PS......................	47
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SCSI Hard Disk 1.0GB/2.0GB	99/199
SCSI Hard Disk 4.3GB Ultra Wide...........	299
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Acer 14"/15"	155/199
IMPRESSION 14"/15"/17"	139/185/349
Sony 15ES/17/20....................	327/556/1145
Nanao17"/20"	655/1555
Nokia 15"/17"/21"....................	315/495/1359
Viewsonic 15"/17"/21"(P815).....	242/415/1159
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Adaptec 3940 UW Dual Channel................	379
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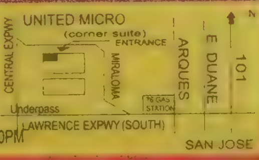

Refresh rate: Doubling the refresh rate halves the retrievable page depth (number of columns), which doubles the read operations necessary for a given amount of information. Thus, lower rates mean higher performance. The optimal rates for performance are 2K for 16Mb chips and 4K for 64Mb chips, but 8K are more readily available and may be cheaper (16K rates are expected for 128Mb and 256Mb chips). Higher refresh rates also have lower power consumption, important for newer PCs that are turned "off" into suspend mode.

SDRAM modules from reputable manufacturers have a special EEPROM chip called Serial Presence Detect (SPD), which holds information about the module, such as speed settings. Slot 1 system boards with Intel's LX chipset and support from the BIOS can read the SPD and adjust settings to work with the SDRAM. While SDRAM modules without SPD are cheaper, they should be avoided, not only to ensure SDRAM compatibility with system board upgrades, but also because SPD absence denotes low quality.

To further muddy the waters, SDRAM may not be the most promising memory architecture at this juncture, in terms of both performance growth potential, or cost. Several other solutions are being developed. Intel has placed a bet on Rambus, a small company which, for the last nine years, has developed the RAMBus DRAM architecture. RDRAM purports to eliminate latency, by narrowing the bus path and treating it as a separate communication channel. RDRAM claims capability to reach GHz transfer rates (which SDRAM cannot) and at significantly lower cost than SDRAM and, as we shall see, features like AGP require very high transfer rates to provide benefits.

L2 Cache

The size of the L2 cache has grown from an initial 256KB to 2MB, currently possible with some chipsets. While a very large L2 cache did not do much for DOS and Windows 3.1 systems, it can improve performance considerably in 32-bit, multitasking environments, where multiple programs run simultaneously and both program and data files are large and growing.

Socket 7 systems have the L2 cache on the system board; its speed is tied to that of the memory bus. In fact, most of the performance gains from a faster bus will be achieved via the ensuing faster operation of the L2 cache.

The speed of Pentium II's built-in 512KB L2 cache is not tied to that of the memory bus—it runs at half the CPU speed. This is why, as explained last month, the effect of the faster bus will not be as pronounced for Slot 1 systems. AMD's K6+ 3D will also have a 256KB cache built-in but, unlike the Pentium II, it will also support additional cache on the system board, L3. It is not clear whether the forthcoming Deschutes will do likewise.

What To Do?

With all the complications and pending developments, what should users interested in maximizing performance do?

The following suggestions are as tentative as the announcements and schedules on which they are based.

If at all possible, waiting for the 100MHz bus would be best, although the wait will be rather extended. While some 100MHz system boards may appear soon, the first generation of anything, let alone 100MHz bus, is not necessarily the best buy. Besides, both versions of the 100MHz Deschutes CPUs are not expected before the end of the year. The K6 3D will may show up at COMDEX; Super 7 system boards are expected in the first half of 1999.

Furthermore, high quality true 100MHz SDRAM (latency 3) will take several months to become available. According to Tom Hardware's Guide, for this reason "first 100MHz system boards will be very conservative to ensure reliability with lower quality SDRAM, so that there may not even be that huge performance increase over the current 66MHz," although the gain from the faster bus will be significantly greater for Socket 7 than for Slot 1 system boards.

According to Unigen's Reynard: "Since PC100 machines will be high-end, nobody would want to use 32MB, or smaller modules. 128MB 100MHz modules need 64Mb chips (256MB modules 128Mb chips) to be really practical. [So] many vendors are dropping 16Mb 100MHz SDRAM chips. The general trend seems to be that some of the higher quality Japanese manufacturers will go straight for 64Mb chips, while the Koreans, Taiwanese, and Malaysian companies will generally support 16Mb. This is one of the reasons for the delay of about a quarter in production shipments of 100MHz chips: the higher-tech companies are delayed by going to a smaller process, while those sticking with the older processes are normally the ones slower to market anyway."

Not to mention the complication of 8ns chips.

If the wait is too long, the best option now is a Slot 1 system like the one in Listing 1 (with a Unigen unbuffered 64MB, or 128MB DIMM using 64Mb chips and 4K refresh rate). Most of the components can be migrated to a 100MHz system board, CPU and SDRAM, when reliable ones become available. The only other candidate for upgrade will be the graphics card from a PCI to an AGP version. The current AGP operates at 66MHz, so you will not see any benefit without a 100MHz system that uses the forthcoming 100MHz AGP (for the full story on AGP, stay tuned).

(I would like to thank Steve Reynard for help with this article.) ■

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Listing 1 continued on page 186

If at all possible, waiting for the 100MHz bus would be best, although the wait will be rather extended. While some 100MHz system boards may appear soon, the first generation of anything, let alone 100MHz bus, is not necessarily the best buy.

RESOURCES:

Tom's Hardware Guide
http://sysdoc.pair.com

Unigen Memory Center
www.unigen.com

HOME STATION

○**Intel** Anchroge **430TX** System
- Intel Pentium CPU with Fan
- 512k Cache & Yamaha 16 Bit Sound
- Built-in EIDE & 16550 IO Ports
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- Toshiba 32X IDE CDROM
- Diamond 3D4000 PCI w./4MB
- 80W Pair of Speakers
- ATX Mini-Tower Case w/. PS
- MS PS/2 Mouse,104 Keytronics K/B
- MS Windows 95

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Pentium 233MMX $980
Pentium 200MM......................$920
Pentium 166MMX $890
Pentium 166/133.................880/870

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○**ASUS** Pentium II 440LX System
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- 512k Cache
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- 64MB 168 Pin SDRAM Dimm
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- Diamond 3D2000 PCI with 2MB
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- MS PS/2 Mouse, 104 Keytronics K/B
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Pentium II 300MMX............$1430
Pentium II 266MMX............$1265
Pentium II 233MMX............$1135

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- Teac 1.44MB Floppy Drive
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- AHA2940UW Ultra SCSI and Intel 10/100 NIC, 16 Bit sound Integrated
- #9 Revolution 3D 4MB WRAM PCI
- NEC 24X SCSI-II CD-ROM
- Mid-Tower Case w/. UL PS
- MS Mouse & 104 Keyboard
- MS NT for Workstation 4.0 on CD

Pentium Pro Dual 200/512....$4150
Pentium Pro Dual 200/256....$2740
Pentium Pro 200/512K $2950
Pentium Pro 200/256K $2190

CAD POWER STATION

○**ASUS Dual** Pentium II **440LX** System
- (1)Intel Pentium II CPU with Fan
- 2nd. CPU option, 512K cache
- Built-in EIDE & 16550 IO Ports
- Built-in EPP & Floppy I/F Ports
- 128MB 168pin SDRAM Dimm
- Teac 1.44MB Floppy Drive
- 4.3GB Ultra Wide SCSI Hard Drive
- Toshiba 32X SCSI-II CDROM
- AHA 2940UW Ultra SCSI Adapter
- Matrox Mill. II 4MB WRAM AGP
- Creative Lab. AWE64 Sound Card
- ATX Mid-Tower Case w/. UL PS
- Yamaha YST-M7 Speakers
- MS PS/2 Mouse & PS/2 Keyboard
- MS Windows NT for Workstation

Pentium II 333MMX $2450
Pentium II 300MMX $2230
Pentium II 266/233.......$2050/1925

DUAL PENTIUM-II 333MHz SUPER-SERVER

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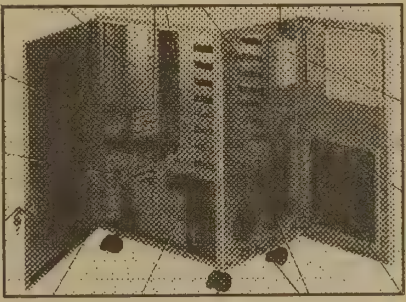

◆D
ual
Intel Pentium-II 333MHz
◆Intel R440LX Dual Pentium II M/B
◆Intel EtherXprss 10/100 and PCI-ISA
◆Dual-Channel SCSI Controllers
◆Seagate 9.1GB Ultra-Wide SCSI HD
◆128MB ECC 168pin SDRAM-10ns
◆Teac 1.44MB Floppy Disk Drive
◆Toshiba 32X SCSI-II CD-ROM
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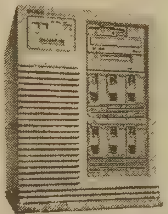

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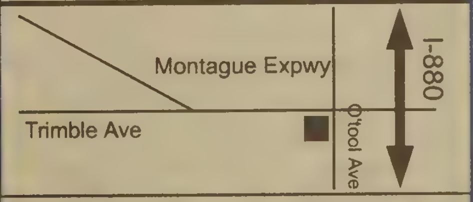

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The Annual Refrain

I Love Taxes...

And doesn't everyone? This is the time of year when we find out if we have paid enough to our Great Republic. Maybe we get a bit back; maybe we send a bit more in. It is a pleasant and relaxing evening whiled away with the forms.

Record Keeping For Taxes

I am one of those who just cannot stand a record-keeping system. Other people can keep immaculate and detailed records. My wife is one such person—even her handwriting is beautiful. But I just hate keeping records and do not seem to have a talent for it. I have had to develop an absolutely-minimum-effort way of recording my income and expenses for a cash-based business like writing.

Here is how I have been doing it for the last several years. I use a flat-file database. It is amazing how many programs include one. Microsoft Works offers one, as do Claris Works and InfoSelect.

I spent about a half-hour designing two little databases. One is for income. The Income database has fields for Date, Client, Product, Amount, and Memo. This is an absolute minimum, of course. One could have additional fields for Billing Date, Payment Date, and so on. But the idea is that there is a record of every sale I make, and that it is easy to fill out that record.

A second database is for Expenses. I have fields in it for Date, Item Bought, Vendor, Tax Category, and Amount. The Tax Category field is because my Schedule C will later ask me to sort expenses into those categories. Among those the IRS provides blanks for are Advertising, Bad Debts, Car and Truck Expenses, Commissions, Depletion, Employee Benefit programs, Insurance, Interest, Mortgage, Legal and Professional Services, Office Expense, Profit-Sharing, Rent or Lease, Supplies, Taxes and Fees, Travel-Meals-and-Entertainment, Utilities, Wages and Other. Because I include those categories when I record the expenses, I can sort them easily later.

> *The most important thing about a record system is that you use it. If you are naturally tidy, you can use a complex system well. If you are born to the shoe-box, however, you need a computer system that is so easy to employ that you use it almost without effort.*

Most flat-file programs have reports that allow you to group records and get both subtotals and totals. If you are working with one so simple that it does not, you will likely be able to export the information to another program. I move my expense records into Microsoft Excel and clean them up a bit. Then I sort them by Tax Category and subtotal them. The whole job takes perhaps a half-hour, once a year. Income is just as quickly summarized. I print out these two summaries and I have all the information I need to fill out my tax forms.

There are better ways to do this, I swear. If I were really organized, I would have everything in a program like QuickBooks, and just squirt it out in table form at the end of the year.

But I have found that the most important thing about a record system is that you use it. If you are naturally tidy, you can use a complex system well. If you are born to the shoe-box, however, you need a computer system that is so easy to employ that you use it almost without effort.

I actually do fill out the records in my database, because I have made it as accessible as I can. Here are some principles I have found that make it work.

• Build your record system in software you use daily. I use InfoSelect every day. It is loaded when my computer starts and is always open on the desktop. Its flat-file database is not the most sophisticated, but it is right there.

• Figure out the minimum information you need, and record only that. Sure it would be nice to know the birthdays of your clients. But unless you are an astrologer you don't need to know them. Keeping the information minimal makes it simple to fill out the form.

• Fill out forms right now, before you file that document. It is always a pain to make a record, but it is less of a pain if you have to handle the document only once.

The idea is to make the record-keeping right there, simple, and right now. In other words, I want to make it easier to keep records as I go along than to toss the documents into a shoe-box.

And it has worked. Pretty much. Well, a lot of the time.

Untaxing Software

This year I got a copy of Intuit's tax software. They have TurboTax for Windows, and the very similar MacInTax for the Macintosh. I must say

continued on page 74

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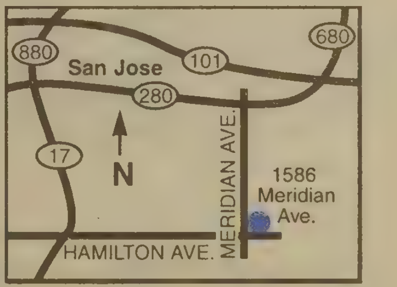

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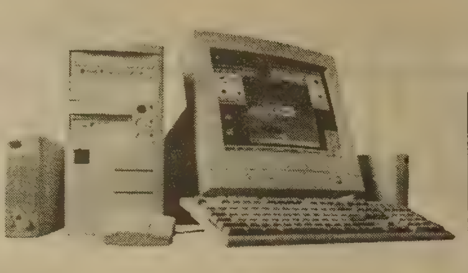

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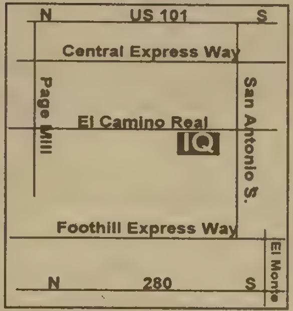

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- 4.5Gb Seagate Ultra Wide SCSI HDD
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- Built-In Ultra IDE (DMA/33) & Hi-Speed I/O
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- Built-In Cirrus Logic Video Card
- Built-In Intel EtherExpress Pro 10/100B NIC
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- 104 Win9 Keyboard
- MS Intellimouse & Mouse Pad
- CD: Microsoft Windows NT 4.0 Workstation

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Small Office/Home Office

continued from page 70

that good software makes the process about as painless as it can be.

The basic strategy for income-tax programs is simple, and has been used in all the programs I have seen. There is a two-path system for all the steps, and there is checking afterward to make sure you have not missed any steps or done them wrong.

The first path is for those of us who do not know the tax system at all. The program interviews us to find out what kind of tax-forms we need to complete. Do we need to fill out forms for a business? Are we filing as a single person? As a couple filing jointly? As members of a couple filing separate returns? When it has found out what forms it will need to fill out, the program then interviews us again to collect the information for each form.

In many ways you are just filling out the blanks as you would on a tax form. You might ask, then what is the advantage of using a tax program for this part of the work? There are at least four benefits.

One is that the program guides you to fill out only the right blanks. If you are like me, you may have filled out forms with far more information than you needed to. Another advantage is that the program makes sure you have not missed any blanks that need to be filled out. For instance, the tax form wants the "Control Number" from your W-2 form. I had never even noticed that number until TurboTax asked for it. A third service is that the program will do its best to ensure that you have entered correctly formatted information. It helps you avoid typos in Social Security numbers, not—heh, heh—that we would make such a silly mistake.

Finally, it can offer you advice about audit-triggers. If you make certain entries, even if they are quite true, TurboTax will warn you that they may get the tax-wolf's interest up.

Is the dog a dependent? No. Not unless you are a dog breeder, and then your dog is only a business expense. One of the most useful aspects of TurboTax is that every time they ask you a question, there is quick access to help-files with intelligible answers. If there is jargon, there's a glossary to go with it. I find this the best design for help files—first you get a superficial orientation, and then access to more in-depth analysis.

Some programs include only the IRS tax information. That is like the duck getting guidance from the duck hunter—one may suspect the motives of the advisor. TurboTax and MacInTax Deluxe include CD versions of two books assuredly not written by the IRS. One is Money Magazine's *Income Tax Handbook*, by Mary Sprouse. The other is *How to Pay Zero Taxes*, by Jeff Schnepper.

One common query of particular interest to small and home office users is about the home-office deduction. What exactly does it take to make your home office deductible? Schnepper's book quotes from extensive tax-court case law, giving you an idea of what has been allowed and what has not.

continued on page 86

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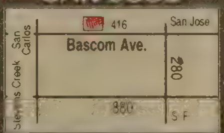

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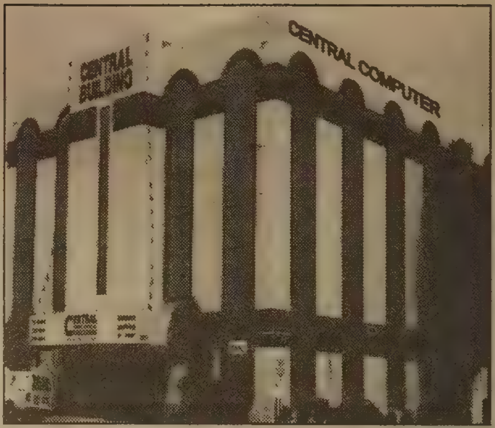
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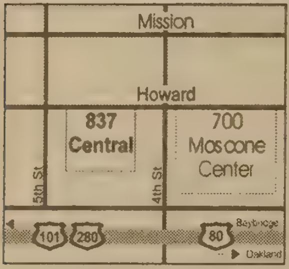
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700 Moscone Center
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4th St
101
280
80
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Oakland

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Nearest Muni Lines -	9X, 12, 27, 30, 42 & 76
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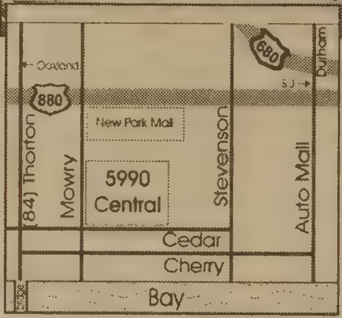
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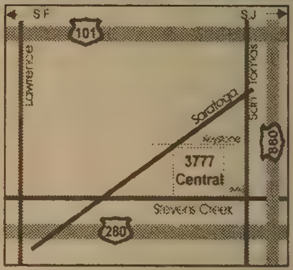
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Central Gaming Series

- **Intel Pentium® MMX** Processor
- **32MB SDRAM**, 512K Pipeline Cache
- FIC PT2011, 430TX, ATX w/USB
- **Western Digital 4.3GB** EIDE HDD
- **24X** CD-ROM
- Teac 1.44MB Floppy
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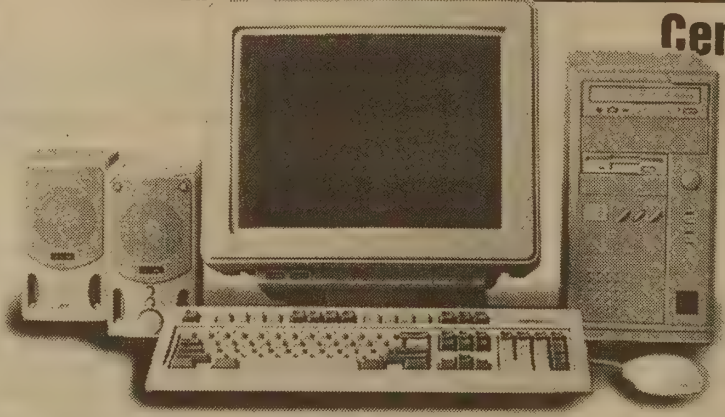
- **Microsoft Side Winder 3D PRO**
- **Microsoft Windows 95 CD**
- Altec ACS45 Speakers w/Sub-Woofer
- Keytronic PS/2 Keyboard
- Microsoft pS/2 w/Pad
- #A2 ATX Mid Tower Case w/230W
- 33.6 Internal Fax Modem
- **Monitor not included**
- **2 Months of Free Internet with Sirius**



Central Graphics Series III

- **Intel Pentium®** Processor
- **32MB SDRAM**, 512K Cache
- FIC PT2011, 430TX, ATX w/USB
- **Quantum 6.4GB** IDE HDD
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- **Matrox Millennium II 8MB PCI**
- ESS 16 IDE w/Yamaha OPL-3 Sound
- **Yamaha M7 Multimedia Speakers**
- 33.6 Internal Fax Modem
- **Keytronic PS/2 Keyboard**
- Microsoft Intelligent PS/2 Mouse w/Pad
- **Microsoft Windows 95** CD
- #A2 Mid Tower Case ATX
- **Monitor not included**
- **2 Months of Free Internet with Sirius**

Central Gaming Series			Central Graphics Series III
200MHz Pentium® MMX	$1199	$1189	200MHz Pentium® MMX
233MHz Pentium® MMX	$1279	$1269	233MHz Pentium® MMX

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HITACHI *SuperScan* Monitors

CM500U

15" (13.7" Viewable Size)
Max Resolution
1280x1024 @ 65Hz
Flat Screen, Non-Interlace, MPRII

$280*

*Advertised price relects special discount given with the purchase of any Central Systems. Previous purchases excluded.

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Flat Screen, Non-Interlace, MPRII

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CM751

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Max Resolution
1600x1280 @ 75Hz
Flat Screen, Non-Interlace, MPRII

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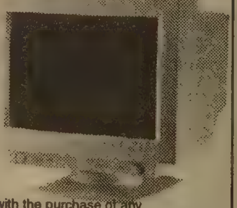

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Page 2/10

GRAND OPENING SPECIALS

SPEAKERS

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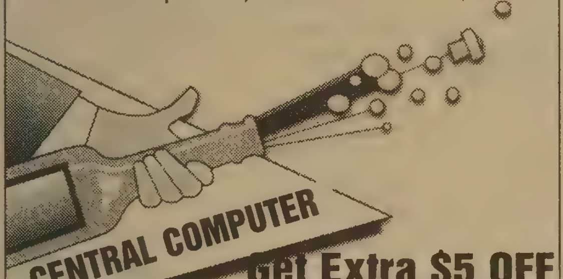
GLi969: 3D, 380W, 20-20KHz	$27
SD202: Full Range, 180W	$19.95
SD737: Amplified, 120W	$16.95



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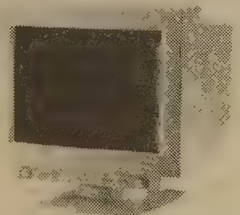
MONITOR

Hitachi CM751 19"	$895
Iiyama S-901GT 19"	$819
Sceptre P75A 17"	$445
Viewsonic P815 21"	$1265



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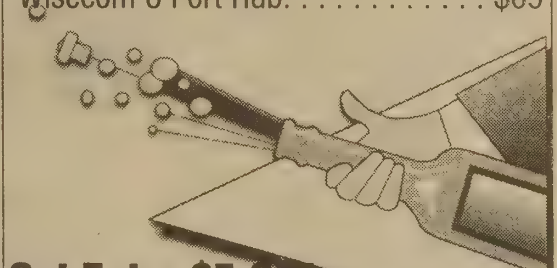
Intel PILA 8460 TP	$59
Danpex 2000PNP ISA	$17
Wisecom 8 Port Hub	$69



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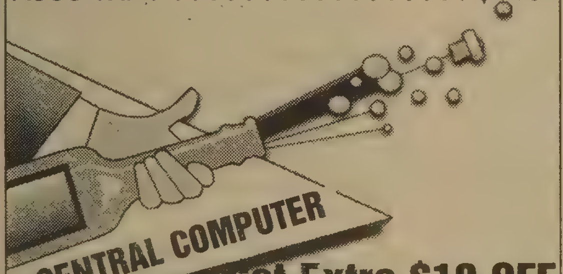
J-Bond PCI500CK	$105
J-Bond PCI500CK UWSCSI	$229
Supermicro P6DLS	$369
ASUS TXP4	$119



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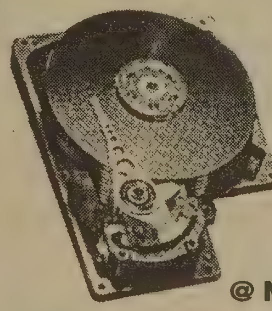
IBM 2GB UW-SCSI	$189
Quantum 2GB SCSI-2	$199
Samsung 3.2GB IDE DMA	$169
Western Digital 3.2GB IDE	$175



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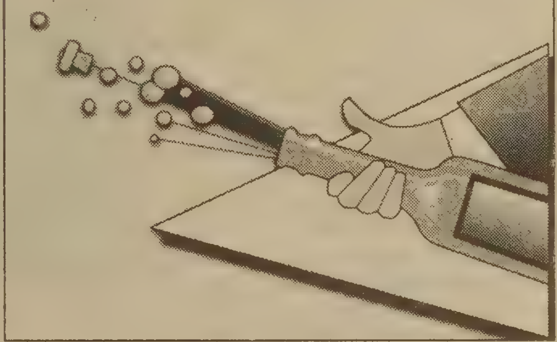
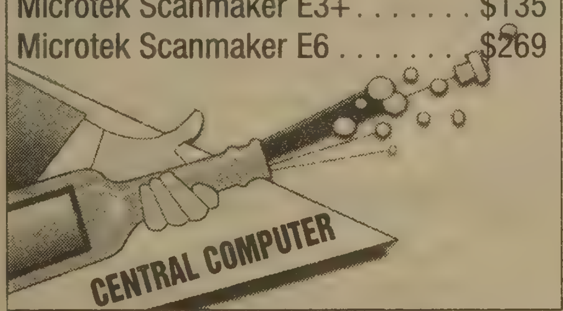
KEYBOARD

Keytronic (White)	$24
Keytronic (Black)	$39
Mitsumi 104	$14.50



PRINTER & SCANNER

Epson Stylus Photo	$355
Epson Stylus 800	$335
HP Laser 6LXi	$377
HP Laser 6PXi	$745
Microtek Scanmaker E3+	$135
Microtek Scanmaker E6	$269



VGA CARD

Matrox Millennium 2 4MB PCI oem	$159
Matrox Millennium 2 8MB PCI oem	$215
#9 Revolution 3D 4MB AGP oem	$199
#9 Revolution 3D 4MB PCI oem	$159
#9 Revolution 3D 8MB AGP oem	$259
#9 Revolution 3D 8MB PCI oem	$209

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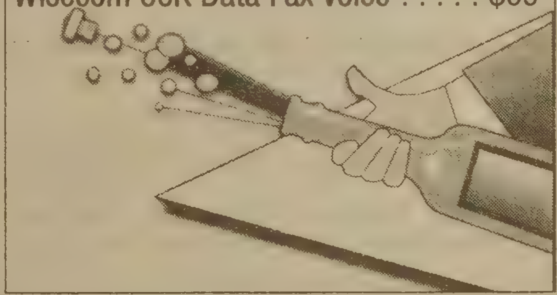
MODEM

Megahertz XJ5560	$219
USR Courier 56K Ext.	$245
USR Sportster 33.6 Int	$89
USR Sportster 56K Int/Voice Int	$145/159
Wisecom 56K Data Fax Voice	$69



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Central Home Series

- Intel Pentium® Processor
- **16MB EDO** RAM, 512k Pipeline
- J-Bond PCI500C-K 430TX Motherboard
- **Samsung 2.5GB** EIDE HDD
- 16X max CD Rom
- Teac 1.44MB Floppy
- **Diamond** 2500 2MB PCI
- ESS 16 IDE w/ Yamaha OPL-3 Sound
- IWG500 Mid Tower Case
- Mitsumi ZW Keyboard
- Microsoft Serial Mouse w/ Pad
- SD693 Multimedia Speakers
- 33.6 Internal Fax Modem
- **Microsoft Windows 95** CD
- **Monitor not included**
- **2 Months of Free Internet with Sirius**

166MHz Pentium® MMX	**$739**
200MHz Pentium® MMX	**$755**
233MHz Pentium® MMX	**$839**

TOSHIBA EQUIUM 5200D

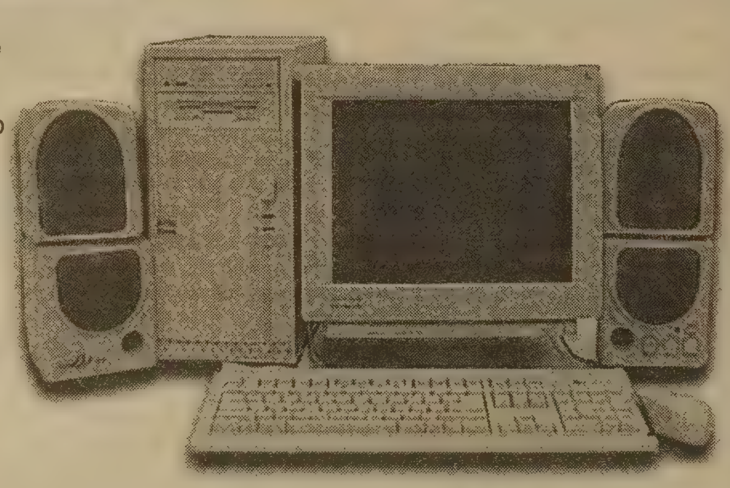
- **Intel Pentium® Processor w/ MMX**
- **32MB EDO** DRAM, 256k Cache
- **2.38GB** HDD, 1.44MB FDD
- 12X IDE CD-ROM
- **ATI 3D Rage II 2MB SGRAM**
- **Creative Labs Vibra** 16C Sound
- **Intel EtherExpress Pro/100B** Lan Adapter
- PS/2 Keyboard & Mouse
- **Microsoft Windows 95** OSR2
- Desktop Case
- **3 Years Manufacturer Warranty**
- Monitor not included

Options:
-32MB upgrd $130
-15" Toshiba Monitor $375
-17" Toshiba Monitor $655
-USR 56k Modem Int $165

200MHz Pentium® MMX	**$1379**

Central SOHO Series III

- Intel Pentium®II Processor
- 32MB SDRAM DIMM, 512k L2 Cache
- Intel Atlanta AL440LX w/ AGP
- ATI Xpert@Work 4MB AGP
- Western Digital 3.2GB UltraDMA HDD
- 24X max IDE CD Rom
- Teac 1.44MB Floppy
- 56K Internal Fax Modem
- Yamaha OPL-3 3D Sound Card (on board)
- SD737 Multimedia Speakers
- Keytronic PS/2 Keyboard
- Microsoft PS/2 Mouse
- #A2 Mid Tower Case w/235W ATX
- Microsoft Windows 95 CD
- Monitor not included
- 2 Months of Free Internet with Sirius



233MHz Pentium®II	**$1249**
266Mhz Pentium® II	**$1359**

HEWLETT PACKARD BRIO D5556A

- **Intel Pentium® Processor w/ MMX**
- 32MB RAM, 256k Cache
- **3.2GB** HDD, **24X** CD-ROM
- **S3 Trio64-V2 2MB**
- PS/2 Keyboard & Mouse
- **Microsoft Windows 95 OSR2**
- **Microsoft Word**
- Mid Tower Case
- **3 Years Manufacturer Warranty**
- Monitor not included

Options:
-32MB upgrd $179
-15" HP Monitor $325
-17" HP Monitor $599
-USR 56k Modem Int $165

233MHz Pentium® MMX	**$1169**

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-Microsoft Bundle #1 (Home) . . . . . . add $39
(Encarta '97/ Works 4.0/ Money)

-Microsoft Bundle #2 (Sport) . . . . . . add $24
(Flight Simulator 5.1/ Complete Baseball/ Golf 3.0)

-Microsoft Bundle #3 (Kids) . . . . add $34
(Creative Writer/Explorapedia/Magic School Bus)

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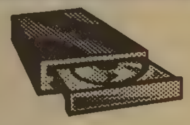
HARDWARE

1. CD DRIVES & SOUND



CREATIVE LABS

Midi Kit + Software	65
Sound Blaster 16 PnP (w/o IDE)	45
Sound Blaster 64 AWE oem / Value Pak	75/95
Sound Blaster 64 AWE Gold	179

MITSUMI

FX1402S2 16X IDE Int	63
FX240S 24X IDE Int	69

NEC

CDR-1610 16X SCSI Int oem	85
CDR-1800 24X IDE Int oem	75
CDR-1810 24X SCSI Int oem	99

Pioneer

DR511 24X IDE Int	69
DVD101 IDE Int	189
DVD301 SCSI Int	279

PLEXTOR

PX-32X SCSI Int (Caddy)	259
PX-32X SCSI Int (Tray)	225

SONY

CDU-611 24X IDE Int	75
PRD-650 Portable 6X w. PCMCIA Kit	315

TEAC

CD524E 24X IDE Int	75
CD516S 16X SCSI Int	105
CD532E 32X IDE Int	85

TOSHIBA

DVD Drive IDE w. Kit oem	279
XM6102B 24X IDE Int	75
XM6201 32X SCSI Int	105
XM6202B 32X IDE Int	85

TURTLE BEACH

Multi-Sound Fiji 20-bit / w. Digital I/O	275/329
Multi-Sound Pinacle 20-bit / w. Digital I/O	375/425
Pinacle Project Studio	475
Tropez Sound 32 Voice	145
Wave Table Sound 32	99

OTHERS

CD Caddy	3.99
CD Jewel Case for 1 / 2 / 3-CD	0.55/0.65/0.55
CD Wetsuit for 12 / 24-CD (Kensington)	9.95/13.95
Decoder Card	129
ESS 16 IDE 3D Sound Card	25
Gravis Ultrasound Plug & Play	135
Gravis Ultrasound Pro, PnP	175
J-Bond MF-719 Yamaha 3D 32 w. Midi	39
Television: Telesound EX16 IDE	_*(68)_

WRITABLE CD DRIVES:

Adaptec Easy CD Creator Deluxe Software	89
Artmedia 6X/2X/2X IDE Int	399
Elektroson Gear CD Creator Software	95
HP C7200i Rewritable 6X/2X Int	415
HP C7200e Rewritable 6X/2X Ext	515
Phillips Omniwriter Rewritable 6X/2X Int, oem / reg	459/499
Ricoh 6X/2X SCSI Int / Ext	469/569
Sony Spressa 928E/H 8X/2X IDE Int	339
Sony Spressa 960 6X/2X SCSI Recordable	385
Yamaha CDR-400 6X/4X Ext	569
Yamaha CRW4001 EIDE Int, 6X Read, 4X Write, 2X Re-write	499
Yamaha CRW4260 TIPC 4X/2X/6X SCSI Int	569

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HP CDR 74 min. (C4432) / 3-pk	3.59/9.95
- 10-pk / 25-pk	29/65
Kodak CDR 74min. / 10-pk / 25-pk	3.50/29/64
Ricoh CDR 74 min. / 25-pk	*(1.99)/44
Ricoh CDRW 74 min. Re-writable	17.95
Sony CDR 74 min. / 10-pk	3.95/37
TDK CDR 74 min. oem / 10-pk	2.50/21
TDK CDR 74 min. reg / 10-pk	3.75/33

SPEAKERS:

Altec ACS45 w. Sub-Woofer	79
Altec ACS51 / ACS52 / ACS53	65/85/125
Altec ACS150 / ACS500	99/295
Labtec Stereo LCS-150 / LCS-600	18.95/24.95
Labtec 1002 (10W)	49
Labtec 1224 Space Server 3D Stereo (10W)	69
MLF-CP55 Mini Speakers (4W)	_*(4.99)_
Yamaha YST-M7 (5W)	_*(39) 45_
Yamaha YST-M15	_*(59) 69_
Yamaha Systems (45W)	169

SPECIALS

GLi768: 3D, 380W, 20-20KHz	26
GLi969: 3D, 380W, 20-20KHz	27
HM2: Headset w. volume control	_*(7.95)_
KC3: Headphone + Microphone	_*(6.95)_
MC1: Pocket Size Microphone	_*(4.95)_
MC2: Central Computer Microphone	_*(2.95)_
MC2: Nicole Condencer Microphone	3.45
SD202: Full Range Speakers, 180W	19.95
SD322: Sub-Woofer	_*(29.95)_
SD688: Deluxe 3D Surround 360W	_*(45)_
SD693: Amplified, 80W, 50-15KHz	9.95
SD737: Amplified, 120W, 20-20KHz	16.95
SD880: Amplified Stereo Speakers 200W	_*(25)_
SD922S: 3D Systems, 480W, w. Sub-Woofer	95
SD969: Amplified, 380W, 20-20KHz	26.50
SD980: 3-way Speakers 180W	_*(35)_

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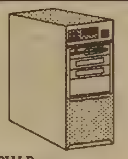
2. CASE



#1: Baby AT w. 230W Power	39
#2: Baby Tower w. 230W Power	29
#3: IWG500 Mid Tower w. 230W Power	59
#4: Mid Tower w. 250W Power	39
#5: CF-8502A Mid Tower, 250W, Open Side	69
#6: GT212 Mid Tower, 250W, Open Side, 2 Fans, White	105
#7: GT210 Mid Tower, 250W, Black	109
#8: Full Tower, 250W, 2 Fans	85
#9: CF-8501S Full Tower, 250W, Open Side	89
#10: KS-A5561 Full Tower, 250W, Slide Open, 2 Fans	115
#11: Full Tower, 300W, w. Wheels	149
#12: GT312 Full Tower, 300W, Open Side, 2 Fans, 8 Bay Slots, PS/2 Power, White	149
#15: Mid Tower w. IDE Mobile Rack	65
#16: 701D Mini Tower w. 230W Power	39
#17: 668A Full Tower w. 250W Power	69
#18: 668B Mid Tower w. 250W Power	55
#19: 668C Mini Tower w. 230W Power	39
#20: Mini Tower w. 230W Power	47
#A1: ATX CF-8502A Mid Tower, 235W, Open Side	75
#A2: ATX Mini-mid Tower, 230W Power	79
#A5: ATX CF-8501S Full Tower, 250W, Open Side	99
#A6: ATX GT-232XC Mid Tower, 235W	119
#A7: ATX GT-312 Full Tower, 250W	145
#A8: ATX PC-268A Desktop, 235W	75
#A9: ATX PC-968A Mid Tower, 235W	75
#A10: ATX PC-768A Full Tower, 250W	99
#A12: ATX 668B Mid Tower, 230W	79
#A13: ATX 668A Full Tower, 250W	95
#A14: ATX IWQ500 Full Tower, 235W	99
#A15: ATX Mid Tower, 230W	79
#A16: ATX Mid Tower, 230W	65

HDD EXTERNAL CASING:

CF731: 1 half ht SCSI, 50W	49
CF751: 1 half ht SCSI, 50W	51
CF732: 1 half ht SCSI-2, 50W	65
CF733: 1 half ht SCSI-3, 50W	69
CF7021: 2 half ht SCSI, 80W	75
CF7022: 2 half ht SCSI-2, 80W	99
CF7023: 2 half ht SCSI-3, 80W	105
CF7041: 4 half ht SCSI, 200W	99
CF7042: 4 half ht SCSI-2, 200W	125
CF7043: 4 half ht SCSI-3, 200W	129
CF7081: 8 half ht SCSI, 250W	195
CF7083: 8 half ht SCSI-3, 250W	249
CFCDO: CD-R IDE Parallel, 50W	59
1 half ht IDE Parallel 3.5", 50W	65

ANTEC

KS-011+RPP3002: 19 Bay Server (9 front, 10 int. bay) 300W, Hot Swap + Redundant P/S, 2 Fans	529
KS-011+RPT600: 19 Bay File Server (9 front, 10 int. bay) 300W, Redundant Vertical AT P/S, 2 Fans	459

SUPERMICRO

750A: Full Tower, 300W Power, ATX	195
750S: Full Tower w. 300W / 400W	189/225

OTHERS

19" Industrial Rackmount Chassis (support standard AT motherboard)	255
19" Industrial Rackmount Chassis for ATX, 250W	339

3. CONTROLLERS

adaptec

2940 SCSI PCI w. Kit oem	159
2940U SCSI PCI w. Kit oem / reg	169/229
2940UW Ultra-Wide-SCSI PCI Kit oem / reg	209/279
AAA-131 Raid Single Channel / CA	435/525
AAA-133 Raid 3 Channel	635
AHA3940 PCI Multi-Channel SCSI	399
AHA3940UW Ultra-Wide-SCSI w. Kit	479
APA1460A Slim PCMCIA SCSI	149
APA1460B Slim PCMICA SCSI	165
ASW-EZ SCSI 3.1 for Dos & Win	59
ASW-EZ SCSI 4.0 for Win'95	69

ASUS

AS300UW SCSI PCI & 16-bit audio adapter	205
SC200 SCSI-2 PCI w. NCR chips	79

COREL

Corel SCSI Software v2.5	85

DIAMOND

Fire Port 40 Ultra SCSI PCI oem / reg	155/179

HIGHPOINT

Ultra DMA-33 PCI	65.99
XStore MMX Accelerator CD	9.99

Initio SALE

INI-9100 SCSI PCI PnP	69
INI-9100U SCSI PCI Kit, 20Mb/s	_*(129)_
INI-9100UW Ultra-Wide SCSI PCI Kit	_*(169)_
INI-9200U Dual SCSI PCI	_*(215)_
INI-9200UW Dual Ultra-Wide SCSI PCI	_*(259)_
INI-9520U Dual SCSI + Ether Combo	_*(285)_
INI-9520UW Dual + Ether Combo	_*(335)_
INI-9400U Quad SCSI Ultra	_*(395)_
INI-9400UW Quad Ultra-Wide SCSI	_*(459)_

KOUWELL

KW557A IDE/ 1.44/ 2S (FIFD)/ ECP/ 1G	22

LDP (LOMAS DATA)

Fast SCSI-2 PCI 10Mb/s	_*(99)_
Fast PCI 20, Ultra-Wide-SCSI 40Mb/s	_*(195)_

NEW MEDIA

Basic SCSI DB25 PCMCIA	99
Bustoaster SCSI-2 PCMCIA	165

SIIG (5YR. WARRANTY)

CN2419 EIDE/ 4HD/ 2FD/ 16-bit ISA	49
CN2420 EIDE/ 4HD/ 16-bit ISA	39
CN2424 EIDE/ 4HD/ 2FD/ 2S 1P 1G/ 16550/ IEEE1284	62

OTHERS

PROMISE EIDE 2300+ IDE/ 4HD/ 2S 1P/ 16550	59

4. CPU

AMD

AMD-K6-200 w. Fan	139
- Boxed version w. 3 yr warranty	155
AMD-K6-233 w. Fan	165
- Boxed version w. 3 yr warranty	169

Cyrix (W. FAN)

6x86MX-P166 / boxed version	109/119
6x86MX-P200 / boxed version	139/159

intel.

MMX-166Mhz Pentium® / w. 3 yr. warranty	115/119
MMX-200Mhz Pentium® / w. 3 yr. warranty	135/155
MMX-233Mhz Pentium® / w. 3 yr. warranty	209/229
P54C-133Mhz Pentium®	95
P54C-150Mhz Pentium®	105
P54C-166Mhz Pentium®	109
P54C-200Mhz Pentium®	159
Pentium® Pro 150Mhz w. fan & 256k	179
Pentium® Pro 180Mhz w. fan & 256k	189
Pentium® Pro 200Mhz w. fan & 256k	479
Pentium® II 233Mhz w. fan / 3 yr warranty	315/315
Pentium® II 266Mhz w. fan / 3 yr warranty	425/425
Pentium® II 300Mhz w. fan & 3 yr warranty	589
Pentium® II 333Mhz w. fan & 3 yr warranty	799

OverDrive®:

Pentium® 133Mhz (fr P-60 / 66)	199
Pentium® MMX166Mhz (fr P-100 / 133)	215
Pentium® MMX180Mhz (fr P-90 / 120)	235
Pentium® MMX200Mhz (fr P-100/ 133/ 166)	315

OTHERS

Cooling Fan for 486 CPU	4.95
Cooling Fan for Pentium® processor	6.95
Edimax CPU Switch:	
- CAS221 VGA, Keyboard, Mouse for 2PC	145
- CAS421 for 4PC (AT & PS/2)	215
- CAS601 for 6PC AT only / PS/2	235/236

5. DIGITIZER

SUMMASKETCH (CALCOMP)

III 12x12, 4 or 6 button Cursor or Stylus	_*(249)_
III Pro 12x18, 4 button Cursor	465

WACOM

Art Pad II 4x5, w. Erasing Ultra Pen, PC	_*(129)_
Art Pad II 4x5, w. Erasing Ultra Pen, MAC	139
Art Pad II 4x5, w. Painter, PC	_*(155)_
Art Z II 6x8, w. Erasing Ultra Pen, PC	_*(299)_
Art Z II 6x8, w. Fractal Expression, PC	_*(359)_
Art Z II 6x8, w. Painter 5.0, PC	375
Art Z II 6x8, for MAC	309
Art Z II 12x12, w. Erasing Ultra Pen, PC	415
Art Z II 12x12, for MAC	429
Art Z II 12x12, w. Fractal Expression, PC	479
Art Z II 12x12, w. Painter 5.0, PC	_*(485)_
Art Z II 12x18, w. Erasing Ultra Pen, PC	685
CT-0405 Pen Partner w. Corel Print & Photohouse	95
UC-520 4-button Pack	45
UD-2 MAC Kit	45
UP-201 Pressure Sensitive Stylus	49.95
UP-701E Erasing Ultra Pen	64.95
UP-801EW Erasing Ultra Pen	69.95

6. DRIVES

One Year Warranty on All Disk Drives

FLOPPY DRIVE:

MITSUBISHI

LS-120 120MB w. cartridge, 3.5"	129

TEAC

1.44MB 3.5" / w. frame	25/29

HARD DRIVE:

FUJITSU

M3026TU 2.6GB 10ms 128k IDE Ultra-DMA	155
M3032TU 3.2GB 10ms 128k IDE Ultra-DMA	179
M3043TU 4.3GB 10ms 128k IDE Ultra-DMA	209
M3052TU 5.2GB 10ms 128k IDE Ultra-DMA	255

IBM.

DCAS-32160 2GB 8.5ms UW-SCSI, 5400rpm	_*(189)_
DCAS-34330 4.3GB 8.5ms UW-SCSI, 5400rpm	_*(285)_

KINGSTON

PCMCIA 260MB IDE, type III	375
PCMCIA 340MB IDE, type III	445

MAXTOR

8.4GB 10ms IDE Ultra-DMA	345

Quantum SALE

(limit 1 per customer, while supplies last)
ST32100SE-S 2GB 10ms 128k SCSI-2 199

ST32100SE-A 2.1GB 9.5ms 128k IDE Ultra-DMA	145
ST33200SE-A 3.2GB 9.5ms 128k IDE Ultra-DMA	189
ST34300SE-A 4.3GB 9.5ms 128k IDE Ultra-DMA	209
ST36400SE-A 6.4GB 9.5ms 128k IDE, 5400rpm	279
Atlas-2 2275S 2.1GB Ultra-Wide SCSI	199
ST33200E 3.2GB 10ms 128k Ultra SCSI	255
QM34320ST-S 4.3GB 10ms 128k Ultra SCSI	285
Atlas-2 4550W 4.5GB 8ms 512k UW-SCSI	459
ST36400SE-S 6.4GB 10ms 128k Ultra SCSI	379

SAMSUNG

WU32543A 2.5GB 10ms 128k IDE Ultra-DMA	145
WU33205A 3.2GB 10ms 128k IDE Ultra-DMA	169

Seagate

ST-32122A 2.1GB IDE DMA	135
ST-33232A 3.2GB IDE DMA	169

* 5 year warranty for below drives *

ST-32272N 2.2GB 9ms Ultra SCSI	329
ST-32272W 2.2GB 9ms Ultra-Wide SCSI	349
ST-34501W 4.5GB UW-SCSI, 10,000rpm	649
ST-34572N 4.5GB 9ms Ultra SCSI	529

**(sale price) .... SPECIALS, limited to stock on hand*
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http://www.centralcomputer.com for current prices & product catalog

ST-34572W 4.5GB 9ms Ultra-Wide SCSI	549
ST-19101N 9GB Ultra SCSI, 10,000rpm	1065
ST-19101W 9GB UW-SCSI, 10,000rpm	1095
ST-19171N 9GB Ultra SCSI	755
ST-19171W 9GB Ultra-Wide SCSI	779

TOSHIBA

MK2104MAV 2GB 13ms 128k IDE 2.5"	199
MK3205MAV 3.2GB 13ms 128k IDE 2.5"	299

WESTERN DIGITAL

SALE

(limit 1 per customer, while supplies last)

WD-23200 3.2GB 11ms 128k IDE	**169**

WD-12100 2.1GB 12ms 128k IDE Ultra-DMA	145
WDC-AC24300 4.3GB 9.5ms IDE Ultra-DMA	235
WDC-AC35100 5.1GB 11ms IDE Ultra-DMA	249
WDC-AC36400 6.4GB 11ms IDE Ultra-DMA	289

* 5 yr warranty for below drives *

WDC-E2170 2.17GB Ultra SCSI	349
WDC-E2170 2.17GB Ultra-Wide SCSI	379
WDC-E4360 4.3GB Ultra SCSI	**(499)*
WDC-E4360 4.3GB Ultra-Wide SCSI	**(515)*

REMOVABLE DRIVE

AVATAR

Shark 250MB Portable Drive Parallel	235
Shark 250MB Cartridge Single	37.95

iomega.

Jaz Disk 1GB - Single / 3-pk / 5-pk	79/235/389
Jaz Drive 1GB SCSI Int / Ext	**(265/295)*
Jaz Traveller	45
Zip Disk 100MB - Single / 3-pk	12.50/36
- 6-pk / 10-pk	70/*(115)
Zip Drive 100MB Parallel	**(135)*
Zip Drive 100MB IDE Int oem	95
Zip Drive 100MB SCSI Int oem	115
Zip Drive 100MB SCSI Ext	**(135)*
Zip Drive 100 Plus (SCSI & Parallel)	**(185)*
Zip Zoom SCSI Accelerator Card for Ext	46

SYQUEST

Sparq 1GB IDE Int	199
SyJet 1.5GB IDE Int	279
SyJet 1.5GB Parallel	289
SyJet 1.5GB SCSI Int / Ext	279/289
1.5GB SyJet Cartridge	65

7. I/O CARD

ADDONICS (QUICKPATH)

Flexport 22EX 2S/ 2P/ 16650	95
Flexport 42 4S/ 2P/ Bi-Dir/ 16550	95

KOUWELL

KW508-E Single Parallel Port	12
KW524-J 2S/ 2P/ 16550	23

SIIG

Cyberpro 2S Highspeed w. 16650	55
Cyberpro 4S Highspeed w. 16650	85
IO1809 2S/ 1P/ 16550	39
IEEE 1284 EPP/ ECP/ Parallel Port	32

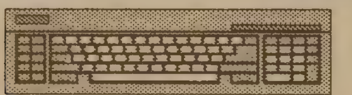
SOCKET COMMUNICATION

PCMCIA Serial I/O 16550	149
PCMCIA Dual Serial I/O	215

STB 4-COM

4S/ 16-bit/ 16550/ support Com 1-8, IRQ	99

8. KEYBOARD



FOCUS

FK2001 104 for Win'95	26
FK7200 104 Trackball	27
FK8200 124 Key w. calculator	42
FK9200W 124 Key w. trackball & calculator	45

KEYTRONIC

104 Key - White / Black	*(24)/39
104 Key PS/2	26
104 Key PS/2 & AT Combo	28
104 Key Tag Along w. Mouse - White / Black	28/29
LT Touch Pad	85
Wireless IR Classic 104	58
Wireless IR Touchpad / Trackball	75/74

Microsoft

Natural Keyboard oem	**(49)*

QTRONIX

Scorpius 104+ for Win'95 - White / Black	23/24
Scorpius 105 / w. Trackball	32/49

SIIG

Minitouch 81 Key, Click	45
W104 for Win'95	29
Wintouch 104	35

OTHERS

ANTEC 104 Key - White / Black	18/39
BTC 5100 Mini 80 Key	29
EZ 1000 Smart Keyboard	29
EZ 9720 3D Smart Keyboard	39
MAXI 101 Key	25
MITSUMI 104 Model ZW	**(14.50)*

9. MEMORY

DIMM

4 x 72 - 60ns, 168-pin (32MB)	99
8 x 72 - 60ns, 168-pin (64MB)	219
16 x 72 - 60ns, 168-pin (128MB)	429
Unbuffer SDRAM 2 x 64 - 10ns (16MB)	35
Unbuffer SDRAM 4 x 64 - 10ns (32MB)	65
Unbuffer SDRAM 8 x 64 - 10ns (64MB)	159
Unbuffer SDRAM 16 x 64 - 10ns (128MB)	309
SDRAM w/ECC 8 x 72 - 10ns (64MB)	189
SDRAM w/ECC 16 x 72 - 10ns (128MB)	369

SIMM

4 x 9 - 60ns, 30-pin (4MB)	22
1 x 36 - 60ns, 72-pin (4MB)	22
2 x 36 - 60ns, 72-pin (8MB)	39
4 x 36 - 60ns, 72-pin (16MB)	59
8 x 36 - 60ns, 72-pin (32MB)	115
16 x 36 - 60ns, 72-pin (64MB)	229
EDO 1 x 32 - 60ns (4MB)	10
EDO 2 x 32 - 60ns (8MB)	17
EDO 4 x 32 - 60ns (16MB)	35
EDO 8 x 32 - 60ns (32MB)	65
Non Parity 1 x 32 - 60ns (4MB)	10
Non Parity 2 x 32 - 60ns (8MB)	17
Non Parity 4 x 32 - 60ns (16MB)	35
Non Parity 8 x 32 - 60ns (32MB)	65
Non Parity 16 x 32 - 60ns (64MB)	179

NOTEBOOK MEMORY (3RD PARTY)

for Compaq Armada 4120/ 4130 - 8MB / 16MB / 32MB	55/79/139
for Compaq Contura 410C/ 420C/ 430C - 4MB / 8MB / 16MB	45/55/85
for DEC HiNote VP535/ 545/ 567 - 8MB / 16MB / 32MB / 64MB	55/79/139/295
for HP Omnibook 5000C/ CT/ CTS/ 5500/ 5700 - 8MB / 16MB / 32MB / 64MB	59/85/139/299
for IBM Thinkpad 365X/ 560/ 760EX/ ED/ EL - 8MB / 16MB / 32MB	65/135/185
for NEC Versa 6030X/ H - 8MB / 16MB / 32MB	65/99/165
for Panasonic CF62EX/ 25EX - 8MB / 16MB / 32MB	95/145/325
for TI TravelMate 6020/ 6030 - 8MB / 16MB	79/149
for Toshiba Libretto 50CT - 8MB / 16MB	65/179
for Toshiba T1900/ T4500/ T200CS - 4MB / 8MB / 16MB	89/109/165
for Toshiba T2100 series - 4MB / 8MB / 16MB / 24MB	45/59/85/145
for Toshiba Portege 300CDT - 16MB / 32MB	145/169
for Toshiba Portege 610CT - 8MB / 16MB / 32MB	79/99/169
for Toshiba Portege 650/ 660CDT - 8MB / 16MB / 32MB / 64MB	75/99/169/299
for Toshiba Satellite Pro 400 - 8MB / 16MB / 32MB	75/99/169
for Toshiba Tecra 500CDT - 16MB / 32MB / 48MB	89/159/225
for Toshiba Tecra 700 - 32MB	**(235)*
for Toshiba Tecra 710/ 720/ 730CDT - 8MB / 16MB / 32MB / 64MB	89/130/249/315

PCMCIA FLASH RAM CARD

4MB / 8MB / 10MB / 16MB / 20MB	125/165/179/225/259

PRINTER MEMORY

for HP Laser II / IID - 1MB / 2MB / 4MB	69/89/175
for HP Laser III / IIIP / IIID - 1MB / 2MB / 4MB	65/89/125
for HP Laser 4L - 1MB	49
for HP Laser 4 / 4M / 4Si / 1200C - 4MB / 8MB	55/89
for HP Laser 4+ / 4V / 5 / 5N / 5P / 5Si / 6P / Color Laser 5 / Color Laser 5M / 1600C - 4MB / 8MB / 16MB / 32MB	39/59/95/175
for HP Laser 5L / 6LXi - 4MB / 8MB	69/99
for HP Laser 4000 - 8MB / 16MB / 32MB	59/99/199

10. MODEMS & FAX

APOLLO

PCMCIA 56k w. AT&T chips	135

BOCA

SALE

(5-in-1 multimedia)

SE14SRS 14.4 Sound Expression Int	***(29)**
SE34SRS 28.8 Sound Expression Int	***(49)**

CREATIVE LABS

Modem Blaster Flash 56k Voice, Speaker Phone Int	125

DIAMOND

Supra Express 33.6 Fax PnP Int oem / reg	65/75
Supra Express 33.6 Fax PnP Ext	95
Supra Express 56k Fax PnP Int oem / reg	85/115
Supra Express 56k Fax PnP Ext	135

Hayes

Accura 33.6 Fax Int / Ext	**(125/149)*
Accura 56k Int / Ext	159/179
Optima 33.6 v.34 Fax Int / Ext	189/199
Optima 288 v.34 PCMCIA w. EZ jack	**(145)*
PC288HC 28.8 v.34 Fax 230K DTE Int	**(195)*
PC288MT 28.8 v.34 Fax Ext	**(149)*
PM288HC 28.8 v.34 Int	**(69)*
PM336HC Int / PM336MT Ext	95/115
PM56HC Int / PM56MT Ext	145/165

JATON

Explorer 56k X2 Fax/ Voice/ Speaker Phone Int	79

MEGAHERTZ

XJ1336 PCMCIA 33.6 Flash upgradable	**(175)*
XJ1560 PCMCIA 56k	**(209) 215*
XJ2560 PCMCIA 56k	**(158)*
XJ4336M PCMCIA 33.6 cellular w. Motorola cable	249
XJ4336 Cellular Capable 33.6	215
XJ5560 Cellular Capable 56k	**(219) 235*

MICROCOM

Deskporte 28.8P v.34 Fax Ext Parallel	**(125)*
Deskporte 28.8S v.34 Fax Ext	**(95)*
Officeporte 33.6 Voice ASVD Ext	155

MOTOROLA

SALE

BitSerfer #1749 Pro ISDN Multilink PPP Ext	***(299)**
BitSerfer #1750 ISA ISDN	***(199)**
BitSerfer #1994 Pro ISA for ISDN	***(298)**
BitSerfer Pro ISDN Easy Ext	***(275)**
Modem Serfer 33.6 Int / Ext	***(75/95)**
Modem Serfer 56k Int / Ext	***(94/109)**
NT1D Network Terminator	**165**
Online Serfer 28.8 Fax Int / Ext	***(65/69)**
Premier 33.6 Int / Ext	***(149/169)**
Voice Serfer 33.6 Int / Ext	***(99/115)**

SIMPLY TECHNOLOGY

Communicator 56k PCMCIA Voice & Cellular	199

USRobotics

SALE

Courier I-Modem #U w. Analog Int / Ext	239/285
Courier V. Everything 56k Int / Ext	**(215/245)*
#839 Sportster v.34 33.6 Fax Ext	**(125)*
#840 Sportster v.34 33.6 Fax Int oem / reg	**(85/89)*
#1171 Sportster v.34 33.6 Fax/ Voice/ Mail/ Speaker Phone Int oem / reg	95/105
#1172 Sportster v.34 33.6 Fax/ Voice/ Mail/ Speaker Phone Ext	139
#1784 Sportster 56k w. Voice Ext	185
#1785 Sportster 56k w. Voice Int oem / reg	*(125)/159
#1786 Sportster 56k Ext	165
#1787 Sportster 56k Int oem / reg	125/145
#9040 Sportster ISDN 128k Int	185

WISECOM

SALE

(5 year warranty)

3314-JS3 33.6 Data Fax/ Voice Int (Rockwell)	**49**
3314-JS7 33.6 Data Fax/ Voice Int (Davidcom)	**39**
5614-JS3 56k Data Fax/ Voice Int (Rockwell)	**69**

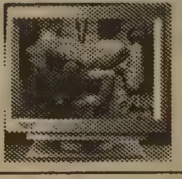
XIRCOM

CM-33 33.6 Fax PCMCIA	**(159)*
CM-56G 56k PCMCIA Global Access	**(189)*

ZOOM (7 YR WARRANTY)

#2805 33.6 Fax Int	**(95)*
#2836 33.6 Fax Ext	**(105)*

11. MONITORS



Monitors on Display at our stores
for your comparison

Acer

78iE 17" 1600 x 1200 .26 NI	**(449)*

ARTMEDIA (SONY OEM)

TX1664 15" 1280 x 1024 .25 NI	**(289)*
TN1885 17" 1600 x 1280 .25 NI	689
TX1864 17" 1280 x 1024 .25 NI	549
TN2185T 20" 1600 x 1200 .30 NI	1169
GT-960T 20" 1600 x 1200 .25 NI	1329

CTX

1785XA 17" 1600 x 1280 .25 NI	**(389)*
PR700 17" 1280 x 1024 .25 AG 30-70khz	495
PR710 17" 1600 x 1200 .25 AG 30-92khz	565
VL710 17" 1600 x 1280 .26 30-92khz	389
EX800 20" 1600 x 1280 .28 30-85khz	879
EX900 21" 1600 x 1280 .28 NI	**(985)*

DIGIVIEW

MVD1435 14" 1024 x 768 .28 NI	139
MVD1510 15" 1280 x 1024 .28 NI	195
MVD1707 17" 1280 x 1024 .28 NI	345
MVD1709D 17" 1600 x 1200 .25 NI	529

EIZO (NANAO)

FX-C5 17" 1280 x 1024 .26 NI	**(635)*
TX-C7S 17" 1600 x 1200 .25, Trinitron	845
TX-D7S 20" 1600 x 1280 .30 NI	1545
FX-E8 21" 1600 x 1280 .26 NI	2045

HITACHI SuperScan®

CM500U 15" Flat 1280 x 1024 .28 NI, 65hz	**(289)*
CM620U 17" Flat 1280 x 1024 .28 NI	545
CM630U 17" Flat 1600 x 1200 .26 NI	**(565)*
CM751 19" 1600 x 1200 .26 NI, 75hz	**(895)*
CM800U 21" 1600 x 1200 .22 NI	**(1249)*
CM802U 21" 1600 x 1200 .22 NI	**(1299)*
CM803U 21" 1800 x 1440 .22 NI, 77hz	**(1545)*

IBM

G41T 14" Touch Screen Monitor .28	895
G50T 15" Touch Screen Monitor .28	985
G70 17" 1280 x 1024 .28, 60hz, FST	785
G70T 17" Touch Screen Monitor .28	1465
P70 17" 1600 x 1200 .26, 60hz	995
G200 20" 1600 x 1200 .28, 60hz	1385
P200 20" 1600 x 1280 .31, 60hz	1785
P201 20" 1600 x 1200 .26mm, 85hz	2445

iiyama

SALE

(3 Year warranty)

MF-8515G 15" 1280 x 1024 .28 NI	**275**
MF-8617E 17" 1600 x 1200 .26 NI, 69hz	**535**
MT-9017E 17" 1600 x 1200 .25 NI, 72hz	**609**
MF-8721 21" 1800 x 1440 .22 NI, 74hz	**1165**
MT-9221E 21" 1800 x 1440 .28 NI, 74hz	**1235**
S-901GT 19" 1600 x 1200 .26mm NI	**819**

IMPRESSION

3 Plus 14" 1024 x 768 .28 NI	165
5 Plus 15" 1280 x 1024 .28 NI	205
7 Plus 17" 1280 x 1024 .28 NI	385
Vienna Pro 17" 1600 x 1280 .25 NI	549

MAG

DX15T 15" 1280 x 1024 .25 NI	**(339)*
DJ702 17" 1280 x 1024 .26 NI, 65hz	**(499)*
DX700T 17" 1280 x 1024 .25 NI	**(549)*

NEC

A500 15" 1280 x 1024 .28 NI	**(265)*
E500 15" 1280 x 1024 .25 NI	335
M500 15" 1280 x 1024 .25 NI	**(349)*
A700 17" 1280 x 1024 .28 NI	**(459)*
E700 17" 1600 x 1280 .25 NI	659
M700 17" 1280 x 1024 .25 NI	**(679)*
P750 17" 1600 x 1200 .25 NI	785
E1100 21" 1600 x 1200 .28 NI	**(1099)*
P1150 21" 1600 x 1200 .25 NI, 75hz	**(1225)*
XM3750 37" 1024 x 768 Multimedia	5475

NOKIA

447L 17" 1024 x 768 .28 NI	**(549)*
447XAV 17" 1600 x 1280 .25 NI	715
447Xi 17" 1600 x 1280 .25 NI	**(689)*
445XAV 21" 1600 x 1280 .26 NI	1845
445Xi 21" 1600 x 1200 .26 NI, TCO95	**(1425)*
445XPro 21" 1800 x 1440 .21 MP	1549

**(sale price) .... SPECIALS, limited to stock on hand*
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http://www.centralcomputer.com for current prices & product catalog

OPTIQUEST.

V655 15" 1280 x 1024 .28 NI, Digital	329
V775 17" 1600 x 1200 .26 NI	625
V95 19" 1600 x 1280 .26 NI	765
2082DC 20" 1600 x 1200 .28 NI	1199

PRINCETON

EO70 17" 1280 x 1024 .28 NI	425
EO75 17" 1600 x 1280 .26 NI	519
EO90 19" 1600 x 1200 .26 NI	*(689)
Ultra 17+ 17" 1600 x 1280 .28 NI	*(499)
AR2.7AV 29" 800 x 600, 38Khz max, video in w/ scan converter, speakers	919

RELISYS

RE451 14" 1024 x 768 .28 NI	139

SCEPTRE

(3 Year Warranty)

P401 14" 1024 x 768 .28 NI, Digital	*(155)
P511 15" 1280 x 1024 .28 NI, Digital	*(205)
P73 17" 1280 x 1024 .28 NI, Digital	365
P75A 17" 1600 x 1200 .26 NI, Digital	*(445)

LCD PANEL: (1 yr warranty)

CD-111S 11.3" DSTN, 800 x 600, 64k color	875
CD-1112T 12.1" TFT, 800 x 600, 256k color	1725
FT15 15" TFT, 1024 x 768, color	2499

SONY

CPD-100ES 15" 1280 x 1024 .25 NI	339
CPD-100GS 15" 1280 x 1024 .25 NI	369
CPD-200ES 17" 1280 x 1024 .25 NI	609
CPD-200GS 17" 1280 x 1024 .25 NI	679
GDM-200PS 17" 1600 x 1280 .25 NI	829
GDM-400PS 19" 1600 x 1280 .25 NI	1045
20SEII 20" 1600 x 1200 .25 NI	*(1495)
CPD-300SFT 20" 1280 x 1024 .30 NI, 80hz	*(1149)
GDM-500PS 21" 1600 x 1200 .28 NI	1665

TVS

9" 1024 x 768 VGA Mono	115

ViewSonic

E641 14" 1024 x 768 .28 NI	185
E655 15" 1024 x 768 .28 NI	255
15GA 15" 1280 x 1024 .28 NI, Speaker Phone	*(365)
15GS 15" 1024 x 768 .28 NI	295
EA771 17" 1280 x 1024 .28 NI PnP	489
G771 17" 1280 x 1024 .27 NI	455
P775 17" 1600 x 1280 .25 NI	*(559)
PT770 17" 1600 x 1280 .25 NI	*(629)
PT775 17" 1600 x 1280 .25 NI, Sonictron	689
G800 20" 1600 x 1280 .28 NI	*(999)
G810 21" 1600 x 1280 .25 NI	1019
P810 21" 1600 x 1280 .25 NI	*(1119)
P815 21" 1800 x 1440 .25 NI	*(1265)
PT813 21" 1600 x 1280 .28 NI	*(1255)
29GA 29" 1280 x 1024 .75 stripe pitch	*(2195)

VIEWTRONIC

DX-1764Q 17" 1280 x 1024 .26 NI	419

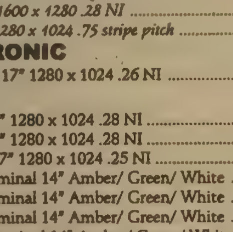
WYSE

WY-15E 15" 1280 x 1024 .28 NI	399
WY-17E 17" 1280 x 1024 .28 NI	645
WY-17PS 17" 1280 x 1024 .25 NI	825
WY-55 Terminal 14" Amber/ Green/ White	275 ea.
WY-60 Terminal 14" Amber/ Green/ White	385 ea.
WY-65 Terminal 14" Amber/ Green/ White	345 ea.
WY-150 Terminal 14" Amber/ Green/ White	325 ea.

ACCESSORIES:

VGA Monitor Splitter - 4 Port / 8 Port	155/195
VGA & Keyboard Switch 4 Way	19.95
VGA, KB & Mouse Switch - 2 Way/ 4 Way	24.95/34.95
VGA Switch 1 to 4 Way	13.95

12. MOTHERBOARDS



ABIT (W/O CPU)

LX-6 P-II, ATX, 440LX chipset	145
PD5N 512k, SIS chipset	85
PX-5 512k, 430TX chipset	*(85)
TX-5 512k, 430TX chipset	105

ASUS (W/O CPU)

P2L97 ATX, 440LX chipset	*(169)
P2L97S ATX, 440LX chipset, SCSI	*(255)
P2L97DS ATX, Dual, 440LX chipset, SCSI	419
TX97 512k, TX chipset, Dimm	135
TX97E 512k, TX chipset, 4 Simm/ 2 Dimm	135
TX97X ATX, 512k, TX chipset, Dimm	139
TX97XE ATX, 512k, 4 Simm/ 2 Dimm	139
- TX97XE w. Sound	169
TXP4 512k, TX chipset, AT	119

FIC (W/O CPU)

PA-2007 P-200, 1MB, Via, AT, IDE I/O	117
PA-2011 ATX, P-200, 512k, Via	117
PA-2012 ATX, P-233, 1MB, Via	135
PT-2006 P-200, 512k, T3, IDE I/O	95
PT-2007 P-200, 512k, TX, AT, IDE I/O	115
PT-2011 ATX, P-200, 512k, TX, IDE I/O	119
VA-502 P-200, 512k, Via, IDE I/O	85
VL-601 ATX, P-II, 440LX	145

GIGABYTE (W/O CPU)

GA586TX2 512k, 430TX, IDE I/O	105
GA586ATX3 ATX, 512k, 430TX, IDE I/O	109
GA686LX ATX, 440LX, IDE I/O	159

intel. (W/O CPU)

Atlanta P-II, 512k, 440LX / w. Sound	175/195
Atlanta P-II, 440LX, Sound, ATI Xpert@Work	349
DK440LX P-II, Dual, Wide SCSI, Sound, WS	519
R440LX P-II, Dual, Wide SCSI, Lan, VGA, Server	525

J-BOND (W/O CPU)

PCI500C-G2: P-200, 512k, 4PCI, EIDE, 430HX	*(109)
PCI500C-J: ATX, P-300, CPU Alarm	129
- w. AHA2940UW SCSI on board	259
PCI500CK: P-266, 512k, 430TX, USB	105
- w. AHA-2940U SCSI	175
- w. AHA-2940UW SCSI	229
PCI600A: ATX, Pro-200, 4PCI, IRDA, 440FX	189
PCI600E: ATX, P-II, 440LX, 4PCI, 2ISA	129

M-TECH (W/O CPU)

Mustang R534E P-200, 512k, IDE I/O	109
M549 512k, Super TX chipset, 4 Simm/ Dimm	85
R539 512k, TX, 4 Simm/ 2 Dimm, IDE I/O	115
R557 ATX, 512k, TX, 4 Simm/ 2 Dimm	125

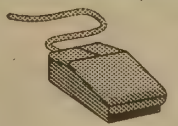
SUPERMICRO (W/O CPU)

P5MMA98 ATX, 512k, TX chipset	135
P5MMS98 512k, TX chipset	129
P6DLS P-II, Dual, 440LX, w. 2940UW SCSI	*(369)
P6SKEII ATX, P-II, 440FX, EIDE I/O	135
P6SLA P-II, ATX, 440LX, EIDE I/O	175
P6SNS Pro-200, w. 2940UW SCSI	259

TYAN (W/O CPU)

1564D Tomcat IV 512k, Dual, 430HX chipset	199
1564S Tomcat IV 512k, 430HX chipset	159
1571S 512k, 430TX chipset	119
1573S ATX, 512k, 430TX chipset	119
1686S ATX, P-II, 440FX chipset	179
1692DL ATX, Tiger II Dual, 440LX	285
1692S ATX, Tiger II Single	185

13. MOUSE & JOYSTICK



CIRQUE (TOUCH PAD)

Easy Cat PnP	29
Power Cat w. Signature Pen	65
Smart Cat w. Scroll & Zoom	44

IBM

Black Scroll Mouse	68
White Scroll Point Mouse	59

KENSINGTON

Expert Bus 5.0	115
Expert Serial & Trackball 5.0	89
Mouse in a Box	*(26.95)
Orbit Trackball	*(49)
Thinking Mouse Serial & PS/2	*(55)

LOGITECH

Coredless Mouseman Pro	*(49)
First Mouse Plus oem	*(24)
Mouseman Bus / Plus	64/52
Serial Combo PC & PS/2 oem / reg	24/39
Trackman Live Cordless	125
Trackman Marble for Win'95 oem / reg	43/82
Trackman Marble FX	89

Microsoft

Bus 2.0 400dpi w. Bus Card oem / 5-pk	65/325
Combo Mouse (Serial + PS/2)	49.95
Easyball w. Freddi Fish CD	49.95
Home Mouse Serial	*(19.99)
IntelliMouse 3.0 for Win'95	*(59.95)
- oem Serial / oem PS/2	35/37
IntelliMouse Trackball	69.95
PS/2 2.0 oem	32
Serial 2.0 400dpi oem	27

MOUSE SYSTEMS

Mouse! Serial w. pad	19
Omni Mouse	26
PC Mouse III (3-button optical)	49.50
PC Trackball II	*(35)
ProAgio (5-button serial)	39
Serial Bus Card (9IRQS), 5 Com	29

NEC

King Mouse 2-button	*(16.50)

QTRONIX

Libra 90 Pro Trackball	35
Opto-Mechanical Mouse	7.50

OTHERS

AGILER ATB-610 Serial Trackball	19.95
AGILER Bus	23
ANCER 3-button, Black	19
ANTEC Serial	*(6.95)
GENIUS Netmouse Serial / PS/2	19.95/19.95
GENIUS Netmouse Combo (Serial + PS/2)	24.95

JOYSTICK:

C.H. PRODUCTS

Flight Stick Pro	53
Pro Pedals	79.95
Virtual Pilot / Pro (Yoke)	68/75

LOGITECH

Wingman Extreme oem / reg	*(34)/45

Microsoft

Side Winder 1.0	29
Side Winder 3D Pro	44
Side Winder Force Feedback	145
Side Winder Gamepad	29.95
Side Winder Precision Pro	56

QUICKSHOT

QS123A Warrior 5	12
QS206 Sky Master	27
QS216 Strato Warrior	25
QS217 Command Pad	12

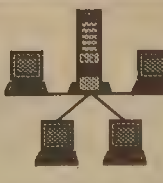
THRUSTMASTER

ACM Game Card	29.95
F-16 FLCS / F-16 TQS	125/129
F-22 Pro Flight Control	139
Flight Control System MKII	65
Flight Control System Pro	108
Formula T2	*(109) 119
Grandprix Driving Control	53
Nascar Pro Racing Control	124
Phazer Pad	*(39.95)
Rudder Control	109
Weapon Control MKII	109
Wizzard (pinball controller + Royal Flush CD)	39
X-Fighter Flight Control	*(45)
XL Action	28

OTHERS

Cobra (Mouse Systems)	*(9.95)
Cyclone 3D	38
PC Analog Pro	19.95
PC Gamepad / Pro (10-button)	17/29
Batman Logo Mouse Pad	5.49
Gotham City Mouse Pad	6.99
Looney Tunes Pad w. Screen Saver	9.95
Superman / Logo Mouse Pad	6.99/5.49
Walt Disney Mouse Pad	4.99 ea.
Warner Brothers Mouse Pad	5.99 ea.

14. NETWORK



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3C250B 100BaseTX Fast 12 Port Hub	*(845)
3C509B TPO (RJ45 only) oem	*(49)
3C509B-TPC TP+BNC oem / reg	*(59)/109
3C509B Combo oem / reg	89/119
3C515-TX Fast 10/100 ISA oem / reg	129/145
3C562D PC Card Modem 33.6 + Lan TPO	*(269)
3C562D PC Card Modem 33.6 + Lan Combo	*(299)
3C574-TX 10/100 PCMCIA	149
3C575-TX 10/100 Card Bus PC Card	*(145)
3C589D PCMCIA TP / 5-pk	*(139)/629
3C589D PCMCIA Combo / 5-pk	*(179)/849
3C597-TX EISA 10/100 TP	239
3C882 Impact IQ ISDN v.32bis Ext	*(215)
3C892 Office Connect ISDN Net Modem	389
3C900 PCI TPO	105
3C900 PCI Combo oem / reg	*(85)/135
3C905-TX PCI 10/100 TP oem / reg	*(75/89)
3C905B-TX PCI oem	85
3C16170 Link Builder 12 Port	*(299)
3C16405 Port Switch 40 Hub 12 Port	*(395)
3C16406 Port Switch 40 Hub 24 Port	*(795)
3C16590 Dual Speed Hub 12 Port	1165
3C16591 Dual Speed Hub 24 Port	1795
3C16670A Superstack II Hub 12 Port	*(469)
3C16671A Superstack II Hub 24 Port	*(799)
3C16700 TPO Office Connect Hub 8 Port	*(95)
3C16701 TPC Office Connect Hub (8TP+BNC)	*(129)
3C16702 Office Connect Hub (16TP+BNC)	*(215)
3C16703 Office Connect Hub 4TP Combo	*(89)
3C16704 Office Connect Hub 4TP	*(69)
3C16720 Office Connect 100 Hub 8 Port	*(445)
3C16721 TP1200, 12 Port Fast Hub	*(495)
3C16722 TP800, 8 Port Fast Hub	*(339)
3C16723 TP400, 4 Port Fast Hub	*(189)
3C16731 Office Connect Switch Hub 140M	*(665)
3C16900A Switch 1000 24 Port 1 Fast	*(1595)
3C16901A Switch 1000 12 Port 1 Fast	*(1195)
3C16942A Switch 3000TX 10/100 12 Port	*(1595)

NETSERVER:

Netserver/8 Plus (#1877)	*(2795)
Netserver/8 I-Modem Plus (#1879)	*(3495)

ALLIED TELESYN

3012TR Workgroup Hub (12TP+AUI+BNC)	165
3016TR Workgroup Hub (16TP+AUI+BNC)	189
3024TR Workgroup Hub (24TP+AUI+BNC)	249
MC12T UTP to BNC Conversion Kit	119
MR415T Mini Hub 4 Port	*(49) 54
MR815T Mini Hub 8 Port	*(59) 64
MR820TR Microhub 8 Port (8TP+AUI+BNC)	115
MX26F Fiber Optics Transceiver	145
MX40F Fiber Optics Transceiver	139

APOLLO

PCMCIA LAN Ethernet Adapter Combo	79

ARTISOFT

Extra Mail for Win'95	215
I-Share 2.5, 32 sessions (internet for Lantastic)	179
Lantastic 7.0 Single - CD / FD	85/89
Lantastic 7.0 10-user - CD / FD	355/359
Lantastic 7.0 1-user Add On	129
Lantastic 7.0 Starter Kit 2-user - CD+FD	249
Lantastic 7.0 Unlimited User - CD	725
Lantastic Power Suite:	
-1 / 5 / 10 / 25-user	149/599/1075/2295
- conversion for 1 / 5 / 10-user	89/345/595
NR-Pro 2000A Combo / 10-pk	85/755
NR-Pro 2000T TP / 10-pk	79/625

ASANTÉ

10T Hub 8 Port (8TP+BNC)	*(99)
10T Hub 12 Port (12TP+1BNC+1AUI)	*(149)
10T Hub 24 Port	*(315)
Fast 100BaseTX 12 Port Hub, stackable	*(1475)
Fast 100BaseTX 12 Port Hub, PnP	*(1195)
FriendlyNet 5 Port Hub TP	*(59)
FriendlyNet 8 Port Hub TP	65

ASCEND

P15-1UBRI: ISDN	*(249)
P25-1U-FX: ISDN Pipeline 25 + 4 Ethernet	*(435)
P25-1U-PX: ISDN Pipeline 25 + IP Routing	*(499)
P50-1UBRI: ISDN Pipeline 50	*(535)
- w. Secure Firewall P50	add 335
P75-1UBRI: ISDN Pipeline 75	*(625)
- w. Secure Firewall P75	add 335
P130-1UBRI-FT1: ISDN	*(1199)
- w. Secure Firewall P130	add 645
Max 200+ (M201 - 4BRIU)	2975
Max 1800 (MX18 - 8BRIU)	*(4995)

Bay Networks

Bay Stack 12 Port (CG1001E01)	599
Bay Stack 24 Port (CG1001E02)	975
Bay Stack 100BT 12 Port (AT2202001)	1595
Lattislink 2800A: 16TP + 1AUI	559
Lattihub 2803: 16TP + 1AUI, stackable	599
NetGear FE108: 8 Port 100 Hub, non-stackable	375
NetGear FE508: 8 Port Fast 100 Hub	549
NetGear FE516: 16 Port Fast 100 Hub	685

CASTELLE

FaxPress 1500N Ether 1 Line for NW & NT	1995
Office Connect CD Rom Server	569

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Extensa 392T: P-166MMX, 32MB, 3.2GB, 20X CD, 12.1" TFT, Win'95	2189
Extensa 393C: P-166MMX, 16MB, 2.1GB, 20X CD, 12.1" DSTN, Win'95	1515

AST COMPUTER

Ascentia M5160T: P-166MMX, 32MB, 1.6GB, 20X CD, 12.1" TFT, Win'95	2569
Ascentia M5230T-201: P-233MMX, 32MB, 3.3GB, 20X CD, 56k modem, 12.1" TFT, Win'95	3269

ASUS

P6300: P-233MMX, 32MB SDRAM, 2GB, 512k, 20X CD, 13.3" TFT, 2MB XGA	3425

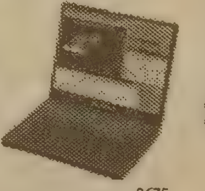
CHEM USA

Chembook 2600:	
- P-166MMX, 16MB, 1.4GB, 14X CD, 12.1" DSTN, Win'95, Ni-MH	1525
- P-166MMX, 16MB, 1.4GB, 14X CD, 12.1" TFT, Win'95, Ni-MH	1745
- P-200MMX, 32MB, 2.1GB, 14X CD, 12.1" TFT, Win'95, Li-Ion	1925
Chembook 2700: P-233MMX, 32MB, 2.1GB, 20X CD, 14.2" TFT, 2MB Video, Win'95, Li-Ion	2595
Chembook 3300: 32MB, 2.1GB, 20X, 12.1" TFT, Win'95, - w. P-166MMX	1645
- w. P-200MMX / P-233MMX	1729/1819
Chembook 6000: IMM P-233MMX, 32MB SDRAM, 2.1GB, 20X CD, 13.3" TFT, XGA, Win'95	3339
Chembook 6800XL: P-200MMX, 32MB, 3GB, 20X CD, 14.1" TFT, 4MB Video, Win'95, Li-Ion	2675
Chembook 9750:	
- P-166, 16MB, 2.1GB, 10X CD, 13.1" TFT, Win'95, Li-Ion	2045
- P-200MMX, 32MB, 2.1GB, 20X CD, 13.3" TFT, Win'95, Li-Ion	2189
Chembook 9780:	
- P-166MMX, 32MB SDRAM, 2.1GB, 20X CD, 12.1" TFT, SVGA, Win'95, Li-Ion	2035
- Tillamook Ready P-233MMX, 32MB SDRAM, 3GB, 20X CD, 14.1" TFT, XGA, Win'95, Li-Ion	3399

DFI

6600: P-150, 16MB, 1.4GB, 10X CD, 12.1" DSTN, Win'95, Carrying Bag	1475
6620: P-166MMX, 16MB, 2.1GB, 20X CD, 12.1" TFT, Win'95	1699
6700: P-166MMX, 32MB, 2.1GB, 24X CD, 33.6 modem, 13.3" TFT, Win'95	2519
6700: P-233MMX, 32MB, 2.1GB, 24X CD, 33.6 modem, 13.3" TFT, Win'95	2629
8120: P-200MMX, 32MB, 2.1GB, 20X CD, 33.6 modem, 12.1" TFT, Video Capture, Win'95, Li-Ion, Targus Bag	*(1989)*
8241: P-200MMX, 32MB, 2.1GB, 20X CD, 33.6 modem, 14.2" TFT, Win'95, Li-Ion, Targus Bag	2629

DIGITAL EQUIPMENT (DEC)



HiNote VP575: P-166MMX, 16MB, 2.1GB, 12X CD, 12.1" TFT, Win'95	2499
HiNote VP715: P-166MMX, 32MB, 2.1GB, 13.3" TFT, Win'95	3035
HiNote VP735: P-233MMX, 32MB, 4GB, 20X CD, 13.3" TFT, XGS, Win NT 4.0	3675
HiNote Ultra 2000 GTX/5166M (#FRPF4WJAA): P-166MMX, 32MB, 3.2GB, 20X CD, 33.6 modem, 14.1" TFT, XGA, Win'95	3275

EVEREX

StepNote SE: P-166MMX, 32MB, 2.1GB, 20X CD, 12.1" TFT, Win'95	1979
StepNote SK: P-200MMX, 32MB, 2.1GB, 20X CD, 13.3" TFT, Win'95	2759
StepNote SK: P-233MMX, 32MB, 3.2GB, 20X CD, 13.3" TFT, Win'95	2965

FUJITSU

Lifebook 585TX: P-233MMX, 32MB, 4GB, 20X CD, 33.6 modem, 12.1" TFT, Win'95	3199
Lifebook 635TX: Ultra Thin, P-133MMX, 16MB, 2GB, 33.6 modem, 12.1" TFT	2399
Lifebook 655TX: P-150MMX, 16MB, 1.3GB, 33.6 modem, 12.1" TFT	*(1845)*
Lifebook 675TX: P-200MMX, 3.2GB, 32MB, 56k modem, 12.1" TFT, Win'95	3685
Lifebook 985TX: P-233MMX, 32MB, 5GB, 20X CD, 56k modem, 13.3" TFT, DSVD, Win'95	4365

HITACHI

Traveller (#3745): 2.75lbs, P-133MMX, 24MB, 1GB, 8.4" TFT, Win'95	1935
VisionBook Pro (#7340): P-133MMX, 16MB, 1.4GB, 10X CD, 56Kx2 modem, 12.1" TFT, 10BT, Win'95, NiMH	1775
VisionBook Pro (#7360): P-166MMX, 32MB, 2.1GB, 10X CD, 56Kx2 modem, 12.1" TFT, 10BT, Win'95, NiMH	2045
VisionBook Pro (#7580): P-233MMX, 32MB, 3.2GB, 20X CD, 56Kx2 modem, 13.3" TFT, 10BT, Win'95, Li-Ion	3599
VisionBook Pro (#7590): P-266MMX, 48MB, 4GB, 20X CD, 56Kx2 modem, 13.3" TFT, Win'95	4599
VisionDESK (#1120)'- all-in-1 LCD Desktop: P-233MMX, 32MB, 4.3GB, 20X CD, 56Kx2 modem, 13.3" TFT, 10/100BT, Win'95	3285

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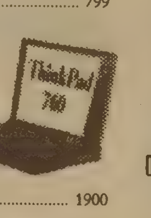
Omnibook 800CT (F1360A): P-166MMX, 16MB, 2GB, 10.4" TFT	3570
Omnibook 3000CTX (F1391A): P-200MMX, 16MB, 2.1GB, 13.3" TFT, XGA, Win'95, Li-Ion	*(2945)*
Omnibook 3000CTX (F1392A): P-233MMX, 16MB, 4GB, 13.3" TFT, XGA, Win'95, Li-Ion	*(3379)*
Omnibook 3000CTX (F1394A): P-266MMX, 16MB, 4GB, 12.1" TFT	*(3799)*
Upgrades for 3000CTX:	
- 16MB module (F1363A)	125
- 20X CD Rom (F1387A)	259
- Port Replicator (F1381A)	230
- Zip Drive Internal (F1388A)	285
Omnibook 5700CT (F1352A): P-150MMX, 16MB, 2GB, 12.1" TFT	*(1775)*
Omnibook 5700CT (F1353A): P-166MMX, 16MB, 2GB, 12.1" TFT	*(2295)*

PALMTOP:

320LX (F1221A) 640x240, 4MB	*(435)*
Accessories:	
(F1218A) AC Adapter	29.99
(F1223A) Synch Cable	16
(F1224A) Spare Cable	32
(F1225A) Stylus	12
(F1227A) Leather Case	68
2MB CF Card / w. Adapter	79/99
4MB CF Card / w. Adapter	119/149
360LX (F1238A) 8MB	*(595)*
620LX (F1250A) Color	799

IBM



TP380D (#2635-3AU): P-150MMX, 16MB, 2.1GB, 8X, 12.1" TFT, Win'95	2100
TP380E: P-150MMX, 16MB, 2.1GB, 12.1' FRSTN, Win'95, Ni-MH	1515
TP380ED (#2635-5AU): P-166MMX, 16MB, 2.1GB, 8X CD, 12.1" FRSTN, Win'95, Li-Ion	1900
TP380ED (#2635-6AU): P-166MMX, 16MB, 3GB, 8X, 12.1" TFT, Win'95	2775
TP560: P-133, 8MB, 2.1GB, 11.3" DSTN, Win'95, Case	*(1599)*
TP560E (#2640-40U): P-166MMX, 16MB, 2.1GB, 12.1" TFT, Win'95	2975
TP560X (#2640-70U): P-233MMX, 32MB, 4GB, 12.1" TFT	3669
TP765D: P-166MMX, 32MB, 3GB, 8X CD, 28.8 modem, 13.3" TFT, Win'95	4065
TP770 (#9548-40U): P-200MMX, 32MB, 3.2GB, 13.3" TFT, XGA, Win'95	3769

POC

POC-Note 523: P-233MMX, 32MB, 3GB, 13.3" TFT	2795

PSION

Palmtop Series 5 w. 4MB / 8MB	529/635

SCEPTRE

S4500: P-150MMX, 16MB, 2GB, 12X CD, 33.6 modem, 12.1" TFT	1675
S4500: P-166MMX, 16MB, 2GB, 12X CD, 33.6 modem, 12.1" TFT, Li-Ion	1765
S5500: MMO Tillamook PII-233, 16MB, 3GB, 20X CD, 13.3" TFT	2865

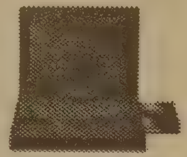
TATUNG

TNB-5600: P-166MMX, 32MB, 1.4GB, 33.6 modem, 12.1" TFT, Win'95, Li-Ion	1959

TOSHIBA

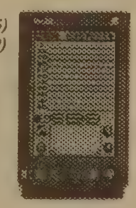
Libretto 70CT: P-120, 16MB, 1.58GB, 6.1" TFT, Win'95, Li-Ion	1980
Portege 300CT: P-133MMX, 32MB, 1.5GB, 10X CD, 33.6 modem, 10.4" TFT, Win'95	1995
- Multimedia Port Replicator (for 300CT)	435
Portege 660CDT: P-150, 16MB, 1.35GB, 10X CD, 28.8 modem, 11.3" TFT	*(2035)*
Satellite Pro 440CDT: P-133MMX, 16MB, 1.4GB, 10X CD, 12.1" TFT	1955
Satellite Pro 440CDX: P-133MMX, 16MB, 1.35GB, 10X CD, 12.1" FSCAN	1370
Satellite Pro 460CDT: P-166MMX, 32MB, 2.02GB, 10X CD, 33.6 modem, 12.1" TFT	2899
Satellite Pro 460CDX: P-166, 32MB, 2GB, 10X CD, 33.6 modem, 12.1" FSCAN, Win'95, Li-Ion	1785
Satellite Pro 480CDT: P-233MMX, 32MB, 3.8GB, 10X CD, 33.6 modem, 12.1" TFT, Win'95	3485
Tecra 520CDT: P-166MMX, 32MB, 2GB, 10X CD, modem, 12.1" TFT, Win'95	*(2895)*
Tecra 530CDT: P-166MMX, 32MB, 2GB, 10X CD, modem, 12.1" TFT, XGA, Win'95	3145
Tecra 550CDT: P-266MMX, 32MB, 3.82GB, 20X CD, K56 modem, 12.1" TFT, XGA, Win'95	3925
Tecra 730XCDT: P-150MMX, 16MB, 2GB, 10X CD, 28.8 modem, 12.1" TFT, Win'95	2199
Tecra 740CDT: P-166MMX, 16MB, 3GB, 10X CD, 28.8 modem, 13.3" TFT	2895
Tecra 750CDM: P-233MMX, 32MB, 4.7GB, 20X CD, modem, 13.3" TFT, 4MB SGRAM, Win'95	4979
Tecra 750CDT: P-233MMX, 32MB, 4.7GB, 20X CD, modem, 13.3" TFT, XGA, Win'95	5199
Tecra 750DVD: P-233MMX, 32MB, 4.7GB, DVD Video, modem, 13.3" TFT, 4MB SGRAM, Win'95	5799

TWINHEAD



Slimnote 9T166CZ: P-166MMX, 16MB, 2.1GB, 20X CD, 12.1" DSTN, Win'95, Ni-MH	1430
Upgrades:- 16MB RAM	69
Slimnote 9T166TZ: P-166MMX, 32MB, 2.1GB, 20X CD, 12.1" TFT, XGA, Win'95, NiMH	1879
Slimnote EX200TG: P-200, 32MB, 2.1GB, 20X CD, 1024x768, 13.3" TFT, 4MB VGA, Win'95, Li-Ion	2545
Slimnote EX233TG: P-233, 32MB, 2.1GB, 20X CD, 1024x768, 13.3" TFT, 4MB VGA, Win'95, Li-Ion	2655
Slimnote EX266TG: P-266MMX, 32MB, 2.1GB, 20X CD, 13.3" TFT, Win'95, Li-Ion	2799
Slimnote XL200TK: P-200, 32MB, 2.1GB, 20X CD, 14.2" TFT, XGA, Win'95	2950
Slimnote XL233TK: P-233, 32MB, 2.1GB, 20X CD, 14.2" TFT, XGA, Win'95	3099
Slimnote XL266TK: P-266MMX, 32MB, 2.1GB, 20X CD, 14.2" TFT, Win'95, Li-Ion	3265

US Robotics



Palm Pilot Personal 512k	*(235)*
Palm Pilot Professional 1MB	*(339)*
Accessories:	
(10101U) Slim Leather Case	25
(10108U) Pen 3-pk	7.99
(10109U) Cradle for Windows	29
(10117U) Belt Crib Case	24
(10264U) Deluxe Leather Case	58

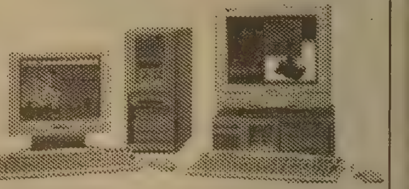
OTHERS

Kensington: Deluxe Carrying Case	28.95
Kensington: Saddle Bag	*(59.95)*
Kensington: Wet Suite for Palmtop	11.50
Kensington Port: MicroSaver	*(35.95)*
Port: DEFCOM (motion sensor)	49
Targus: Leather Convertible Backpack (CLC-1)	89
Targus: Notepad Case (CNO-1)	*(24.95)*
Targus: Notepad Plus (CNP-1)	45
Targus: Player Pad Case (23125)	49.95
Targus: Universal Carrying Case (CUN-1)	65
Targus: Universal APS Case (CUN-1A)	66

Workstations / Servers

HEWLETT PACKARD

• MT=Tower •DT=Desktop



Brio/MT (D5831A): PII-233, 32MB, 4GB, 24X CD, Win'95	1515
Brio/MT (D5832A): PII-266, 32MB, 4GB, 24X CD, Win'95	1650
Brio/MT (D5833A): PII-266, 32MB, 8GB, 32X CD, 56k modem, Win'95	1820
Brio/MT (D5834A): PII-333, 64MB, 8GB, 32X CD, 56k modem, Win'95	2425
Brio/MT (D5845A): PII-233, 32MB, 4GB, 24X CD, 56k modem, Win'95	1569
Brio/MT (D6513A): PII-300, 32MB, 8GB, 32X CD, Win'95	1935
Kayak XA/MT (D4806N): PII-233, 32MB, 2.5GB, 24X CD, 10/100BT, Win NT 4.0	1779
Kayak XA/MT (D4808N): PII-266, 32MB, 4.3GB, 24X CD, 10/100BT, Win NT 4.0	1969
Kayak XA/MT (D6494N): PII-333, 64MB, 4.5GB SCSI, 24X CD, 10/100BT, Win NT 4.0	3145
Kayak XU/MT (D4691N): PII-266, 32MB, 2.1GB SCSI, 24X CD, 10/100BT, Win NT 4.0	3025
Kayak XU/MT (D4694N): PII-300 Dual, 64MB, 4.5GB SCSI, 24X CD, 10/100BT, Win NT 4.0	4529
Kayak XW/MT (D5507N): PII-300, 128MB, 24X CD, Dual 4.5GB Fast RAID, 10/100BT, Win NT 4.0	7415

NETSERVERS:

E45/MT (D4974A): PII-233, 32MB, 512k, 4.2GB SCSI, 24X CD, 10/100 NIC	1965
E45/MT (D4976A): PII-266, 32MB, 512k, 4.2GB SCSI, 24X CD, 10/100 NIC	2179
LD Pro/MT (D4962A): Pro-200, 32MB, 256k, 2.1GB SCSI Hot-Swap, 12X CD, 10/100 NIC	3135
LH-Pro (D5956A): Pro-200, 128MB, 3x 4.2GB	8485
LH-II (D5974A): PII-266, 64MB, 3x 4.2GB	7055

IBM

PC300PL-50U: P-233MMX, 32MB, 4.3GB, 24X CD, Win NT	2035
PC300XL-10U: PII-233, 32MB, 2.5GB, 16X CD, 10BT, Win NT	2065
PC300XL-51U: PII-266, 32MB, 4.2GB, 16X CD, 10BT, Win NT	2355
PC300XL-53U: PII-300, 32MB, 4.2GB, 16X CD, Win NT	2675
MPro2D-10U IntelliStation: PII-233, 32MB, 4.2GB, 24X CD, 10/100BT, Win NT	2839
MPro3D-12U IntelliStation: PII-300, 64MB, 6.4GB, 24X CD, 10/100BT, Win NT	3799

SERVERS (w/o OS):

325-PTW: PII-233, 32MB, 4.5GB UWSCSI	3285
330-PBO: PII-266, 64MB, 9.1GB UWSCSI	4950

TOSHIBA

• D=Desktop • M=Tower

Equium 5160D: P-166MMX, 32MB, 2GB, 12X CD, Win'95, 10/100 NIC	1275
Equium 5230D: P-233MMX, 32MB, 3GB, 24X CD, Win'95, 10/100 NIC	1545
Equium 6230D: PII-233, 32MB, 3GB, 24X CD, Win NT, 10/100 NIC	1810
Equium 6260M: PII-266, 32MB, 4GB, 16X CD, Win NT, 10/100 NIC	1999

NO Returns, Only Satisfaction Warranty from Manufacturers.

**(sale price) .... SPECIALS, limited to stock on hand*
Prices subject to change without notice.

http://www.centralcomputer.com for current prices & product catalog

Office Connect Ether 2P Printer Server	*(299)
Office Connect Ether 1 Line Fax Server	1195

CHEYENNE

Arc Serve 6.1 for Win - 5 to 25-user (netware)	435
Arc Serve 6.1 for Netware Enterprise	1095
Arc Serve 6.5 for Win NT 4.0 Single Server	415
Arc Serve 6.5 for Win NT 4.0 Enterprise	739
Arc Serve 6.5 for Win NT Workstation	99
Arc Serve for MAC - 5 / 20-user	159/309
Arc Solo Backup software for Dos / Win	119/118
Fax Server NLM 5.0:	
- 5 / 10 / 25-user	355/639/999
Innocular for Netware Server 4.0 Unlimited	*(535)
Innocular for Win'95 (Anti-Virus)	45
Innocular for Win NT Server	575
Innocular for Win NT add-on Arc Serve	*(279)
Innocular for Win NT Workstation Client	46

CISCO SYSTEMS

CPA-762 ISDN BRI w. NT1	525
CPA-1604 Bridge w. NT1	1295
CPA-2501 Router 1 Ethernet 2 Serial	1695
Catalyst WS-C1900: 24TP, 2BTX	*(1399)

CNET

2000E+ ISA Combo PnP	27
8800TPC Hub (8TP + BNC)	*(65)
8816TPC Hub (16TP + BNC)	*(125)

DANPEX

2000PNP ISA Combo	*(17)
2900PT PCI RJ45	*(15)
2900P2 PCI Combo	*(29)
3270 Emulation for PC / PS/2	175/195
5250 Emulation for PC / PS/2	199/235
6200P2 PCMCIA (type II), BNC + TP	79
9400P3 32-bit Combo PCI (DEC, full duplex)	*(45)
EN-500 5 Port Hub TP	*(39)
EN-1600 16 Port Hub R.M.	*(99)
EN-3200 32 Port Hub R.M.	255
ER-200 2 Port Repeater Coax	175
ER-400 4 Port Repeater Coax	249
ET-109 Converter (10BaseT to BaseFL)	169
ET-509 Translator (UTP to BNC)	109
ET-510 Translator (UTP to AUI)	107
FE-1000TX ISA 10/100BaseTX	*(48)
FE-1400TX PCI 10/100BaseTX	*(49)
Fast Ethernet Starter Kit (Fast 4 Port Hub + 2 PCI 100TX + 2 Cable cat. 5 TP 15')	*(195)

DIGI INTERNATIONAL

IMAC Bridge 1 ISDN	1165
IMAC Bridge Dual IMAC	1595
PC IMAC - ISA: Server, 1 ISDN	525
PC IMAC/ 4-1: Multi ISDN Expansion	665

HEWLETT PACKARD

J2550B Jet Direct TP	279
J2552B Jet Direct Combo	345
J2556B Jet Direct 10/100 Combo	*(385)
J2573A 10/100 VG Selectable ISA	169
J2585A 10/100 VG Selectable PCI	135
J2590A Jet DirectEX Plus 3 for 100VG	549
J2591A Jet DirectEX Plus Combo	*(235)
J2592A Jet Direct 150X TPO	165
J2593A Jet DirectEX Plus 3 Combo	385
J2610B Advanced Stack 8 Port Hub	245
J3110A Jet Direct TP for 4000	249
J3111A Jet Direct Combo for 4000	295
J3128A Advanced Ethernet 8E Hub	185
J3175A AdvanceStack Switch 208T	1045
J3200A AdvanceStack Switching 12 Port	425
J3201A (J3200A) + SMNP (J3210A)	*(499)
J3202A AdvanceStack Switching 24 Port	825
J3203A (J3202A) + SMNP (J3210A)	*(899)
J3245A Advancestack Switch 800T	2145

IBM

Token Ring 16/4 Turbo ISA (72H3482)	245
Token Ring PCMCIA 16/4 Auto	325

intel.

SALE

EE110TX 8 Port Fast Hub, non-stackable	459
EE110TX 12 Port 10/100 Dual Speed Hub	*(899)
EE110TX 24 Port Dual Speed Hub	*(1295)
EILA 8265 Pro/100 for EISA	*(199)
ES101-TX Switching Hub 10/100	*(2099)
EtherExpress Pro/10 Cards:	
- PCLA 8210 BNC+TP oem / reg / 5-pk	*(65/95/325)
- PCLA 8220 TP / 5-pk	*(89/315)
- PCLA 8205 Flash BNC+AUI+TP	135
- PCLA 8215 Flash BNC+TP	125
LANdesk Server Manager Pro (LDSMV251)	1185
LANdesk Virus Protect 4.0	945
LANdesk Workgroup Manager 25 Node	559
MBLA 1600 PCMCIA 10/100	*(149)
PCLA 2451 Netport Express Pro/100 Ext, 3 Port	335
PCLA 3151 Netport Express Pro Int	295
PCLA 4451 Netport Express Pro/100 Ext, 1 Port	235
PILA 8460 Pro/100+ / 5-pk	*(59)/359
PILA 8465B Pro/100 PCI TP oem	64
PILA 8480 Pro/100 Server Adapter	485

KINGSTON

Etherx 10BT PC Card	95
Etherx 10/100 Fast PCI	59

LANPRO

SALE

EN2000PXA Full Duplex Combo PnP	*(23)
EN5200PX PCI Combo	*(29)
EN9120TX 10/100TX PCI Card	*(35)
ER1204TX Fast HUB 4 Port	99
ER1208TX Fast HUB 8 Port	179
Fast 100 Hub 5 Port Stackable	*(225)
Fast 100 Hub 8 Port Desktop / Stackable	*(335/425)
Fast 100 Hub 12 Port	*(599)
Hub 5 Port (5TP)	*(49)
Hub 8 Port (8TP+BNC)	*(59)
Hub 16 Port (17TP+2AUI+2BNC)	*(145)
PS1000A Print Server Single Port	119

LINKSYS

Fast 100TX 4 Port Hub Stackable	*(125)
Fast 100TX 8 Port Hub	359
Fast 100TX 16 Port Hub	575
Fast Switch 10/100TX 2 Port	275
Fast Switch 10BT & 100TX 5 Port	1195

MEGAHERTZ

XJ10BC PCMCIA Ethernet Combo	*(135)
XJ10BT PCMCIA Ethernet TP	*(115)
XJEM336C Modem 33.6 + LAN Combo	*(259)
XJEM336T Modem 33.6 + LAN TP	*(229)

MICRODYNE

EH800E 8 Port Hub	*(119)
EH1200E 12 Port Hub	*(175)
NE 10/100 - ISA / PCI	*(89/99)
NE2500 Combo PnP	*(35)
NE3210 32-bit Combo EISA	185
NE5500 32-bit Combo PCI	*(109)

MIROTEST

CD-Now for Netware - 25 / 50-user	489/695
Disc View Pro	265
Disc Serv (includes Disc View)	529

NOVELL.

SALE

Intra Netware Kit for Small Business (<25-user): Server + 5-user + 2 Danpex ISA Combo + 5 Port 10BT Hub .... *(395)

Intra Netware 4.11:	
- 5 / 10 / 25-user	*(695/1295/2095)
- 50 / 100 / 250-user	2895/3995/7295
- 500 / 1000-user	15995/30995
Intra Netware 4.11 Addition 10-user	895
Intra Netware for Small Business:	
- Server + 5 License	599
- 1 / 5-user License	59/225
Lan Workplace 5.0 - Single / 10-user	195/1295
Netware Connect - 2 / 8 / 32-Ports	355/1375/3895
Netware Management Agents 2.1	415
Netware NFS v1.2C	*(1850)
Netware NFS Service 2.1	2195
NFS Client for Lan Workplace	205
Unixware Personal Edition v2.01 - CD	*(99)
Unixware SDK v2.1 - CD	*(75)

PALINDROME

Network Archivist NLM 3.1A Backup	*(195)

SHIVA

LanRover/2E Plus 3.5 Async TP v.34	1695
NetModem/E 28.8 Ether BNC + TP	1295

SMC

SALE

Ether EZ TP (8416T) oem	*(58)
Elite Ultra 32 EISA Combo	*(195)
Etherpower PCI Combo (8432BT) oem	*(85)
Etherpower II 10/100 (9432TX) oem / 5-pk	*(65)/335
EZ Hub 100TX 8 Port	635
Tiger Hub 100TX 12 Port	1195
Tiger Hub 3212TC (12TP+BNC+AUI)	349
Tiger Hub 3314T 14 Port	*(459)

WISECOM (5 YR WARRANTY)

H008CAT 8 Port Hub (8TP+AUI+BNC)	*(69)
HI16CAT 16 Port (16TP+AUI+BNC)	*(139)
R310CT PCI 32-bit Combo PnP	*(22)
U210T NE2000 ISA Combo PnP	19

Xircom

CE3-10BC PCMCIA Combo	159
CE3-10BT TP, upgradable	135
CE3B-100BTX 10/100 PCMCIA	155
CEM33-BC 33.6 modem + LAN Combo	*(299)
CEM33-BT 33.6 modem + LAN TP	*(255)
CEM56-100BTX 56k modem + Fast LAN	*(299)
CEM56-100MD: with Mini Dock	*(305)
PE3-10BC Pocket Adapter Combo	*(279)
PE3-10BT Pocket Adapter TP	*(259)

CABLES & ACCESSORIES:

10BaseT, Cat. 3 plenum 1000'	145
Belden 8259, RG58 1000'	135
RG58 U - 500' / 1000'	49/79
RG58 A/U - 500' / 1000'	59/99
Twisted Pair 2-pair, PVC, Cat. 3 - 500' / 1000'	25/45
Twisted Pair 4-pair, PVC, Cat. 3	
- 200' / 500' / 1000'	25/45/69
Twisted Pair 4-pair, PVC, Cat. 5	
- 200' / 500' / 1000'	30/59/95
Custom-made Cables, Cross-Overs	**Call**

15. POWER SUPPLIES

APC

BF-250 Back-UPS Office Kit	*(99) 115
BK-280 Back-UPS (200W), 2 out	99
BK-400 Back-UPS (300W)	*(125)
BK-450 Back-UPS (325W), 4 out	155
BK-600 Back-UPS (425W), 4 out	225
BP-280 Back-UPS Pro PnP, 2 out	139
BP-420 Back-UPS Pro PnP, 4 out	225
BP-650 Back-UPS Pro PnP, 4 out	259
BP-1000 Backup Pro, 6 out	375
SU-420 Net	235
SU-620 Net	285
SU-700 Smart-Net (486, 586, FS), 4 out	365
SU-1000 Smart-Net (FS, WS), 6 out	475
SU-1400 Smart-Net (950W), 6 out	625
SU-2200 Smart-Net (1600W), 8 out	899
SU-3000 Smart-Net (2250W), 8 out	1645
SU-1000 RM Net / SU-1000XL Net	575/599
SU-1400 RM Net	739
SU-2200 RM 3U / SU-2200XL Net	1235/1195
SU-3000 RM 3U	1799
Powerchute Plus:	
- for Novell	65
- for OS/2, LAN Server, 3Com	75
- for Unix / Xenix	99
- for Win & Win'95 / Win NT	55/69
Surge Arrest (PER 7)	17.99
Surge Arrest w. TEL (PER 7T)	22.99
Surge Network Strip (NET 7)	29.95
Surge Network Strip (NET 7T)	39.95
Surge Protector (P7)	9.99
Surge Station Net 8 / 8N	36/48
Surge Station Pro 8 / 8T2 / 8TV	32/39/49

PC POWER COOLING

CPUcool for 486 or P-75 to P-133 (1.9")	18.95
CPUcool for P-150 / P-200 (1.9W)	19.95
CPUcool for Pentium® Pro (3.2")	22.95
Silencer 230 Slim for Baby or Mid Tower	69
Silencer 230 for Full Tower	89
Silencer 270 for Full Tower	124
Silencer 270 Slim for Baby or Mid Tower	114
Silencer 235 ATX / 275 ATX	84/124
Standard 230 for Full Tower	85
Turbo Cool 300 ATX	126
Turbo Cool 300 for Full Tower	125
Turbo Cool 300 Slim for Baby or Mid Tower	115
Turbo Cool 400 ATX	199
Turbo Cool 400 Slim / for Full Tower	*(175/176)
Turbo Cool 450 for Full Tower (heavy duty)	285
Two-in-1 500 (slim, redundant)	215
Twinpower 900 (redundant)	895

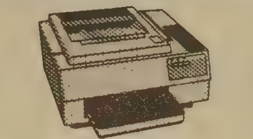
OTHERS

250W for ATX (Kingspao)	39
250W for Baby or Mid Tower, PS/2 (Kingspao)	35
300W UL for Full Tower, PS/2	45
300W for Full Tower, PS/2 (Kingspao)	49
RPT-600 300W Redundant for Tower	179

ACCESSORIES:

Battery Tester M-032	6.50
DMM: DT-890B (A,V,O,C,Hfe)	19.95
DMM: DT-830B (Adc,V,O,Hfe) pocket size	8.95
DMM: M-3900 (A,V,O,Hfe) big LCD	17.95
DMM: KT-7113 (A,V,O,C,Hfe) auto ranging	24.95
DMM: KT-7244 (A,V,O,F,Hfe)	21.95
DMM: ST-5308 (Adc,V,O,Hfe) battery test	11.95
Engine Tester KT-7181 (Dwell, Tacho)	18.95
Pocket Meter MF-133, 5 functions	6.95
Power Center Switching Systems	13.50
Test Probe / Tool Kit	1.99/7.95

16. PRINTERS & PLOTTERS



BROTHER

HL-730DX True 600dpi, 6ppm, Laser	365
MFC-4550 5-in-1, 600dpi, Laser, Fax	699
MFC-6550 6-in-1, Fax/ Copy/ Message Center/ Scan/ PC Fax/ Print	969
MFC-7000FC 6-in-1 Fax/ Copy/ Scan etc.	979

Canon

BJC-80 Color	285
BJC-250 Color	159
BJC-4300 Inkjet, Color	199
BJC-4550 720x360dpi, 5ppm, 11"x17"	475
BJC-7000 Color	379

EPSON

FX-880 9-pin	295
FX-2170 9-pin, Wide, max. 6 copies	449
LQ-570+ 24-pin	259
LQ-870 24-pin, Par	455
LQ-2070 24-pin, Wide	*(389)
LQ-2170 24-pin, Wide	549
Stylus 400 Color, 720dpi, 3ppm	*(185)
Stylus 600 Color, 720x1440dpi	*(239)
Stylus 800 Color, 720x1440dpi, 8ppm	*(335)
Stylus 800N w. Ethernet Card	*(529)
Stylus 1500 720dpi, fit A - C size paper	469
Stylus 1520 Color	759
Stylus 3000	1699
Stylus Photo (C209011)	*(355)

Epson Ink Cartridges:

Black Ink for II & IIS (SO20047)	19.95
Black Ink for 400/ 500/ 600/ Photo	19.45
Black Ink for 400/ 800+ (SO20025)	10.95
Black Ink for 800 Color/ 1520 Color (SO20108)	22.45
Color Ink for II & IIS (SO20049)	29.95
Color Ink for 400/ 600/ 800/ 1520	22.95
Color Ink for Stylus Photo (SO20110)	19.95

Epson Paper:

Banner Kit for 1520 (C811011)	31.95
Banner Paper for 1500 (SO41102)	25.95
- Banner Paper Holder for 1500 (C811003)	24
Coated Letter Paper 720dpi (SO41062), 100 sheet	12.95
High Quality Glossy Paper (SO41072), 15 sheet	24.95
High Quality Inkjet Letter (SO41111), 100 sheet	8.95
Iron-On Paper (SE41001), 10 sheet	12.95
Photo Quality, 4x6, (SO41134), 20 sheet	7.45
Photo Quality, 11x17 (SO41070), 100 sheet	26.95
Photo Quality Glossy (SO41124), 20 sheet	10.95
Photo Quality Glossy 11x17 (SO41075), 10 sheet	38.95
Photo Quality Glossy 13x19 (SO41074), 10 sheet	49.95
Photo Quality Legal (SO41067), 100 sheet	17.45

HEWLETT PACKARD

Color Laser Jet 5 (C3961A)	3875
Color Laser Jet 5M (C3962A)	4945
Deskjet 670C (C5884A)	208
Deskjet 692C	275
Deskjet 720C	349
Deskjet 890CXi	379
Deskjet 1000CXi (C2673A), print size 4x6 - 11x17	485
Deskjet 1600C for PC & MAC	1299
Deskjet 1600CM Postscript for PC & MAC	1899
Laser Jet 4V/ 4MV (B size)	1795/2595
Laser Jet 5 / 5M / 5N	999/1525/1285
Laser Jet 5Si / 5SiMX	2349/3395
Laser Jet 6LXi	*(377) 389
Laser Jet 6PXi / 6MP	745/879
Laser Jet 4000 (C4118A), 2 trays	1099
Laser Jet 4000N (C4120A) JetDirect	1415
Laser Jet 4000T (C4119A), 3 trays	1249
Laser Jet 4000TN (C4121A) JetDirect	1575
Mopier 5Si (C4176A) / w. Bundle	4445/6545
Office Jet 590 (C4645A) 4-in-1	399
Office Jet 630 (C5315A) 4-in-1	519
Office Jet Pro 1150C Color (C5300A)	775
Portable 340 (C2655A)	265
Portable 340CV	315

PLOTTERS:

Design Jet 430: D Size (C4713A)	1675
Design Jet 430: E Size (C4714A)	2495
Design Jet 450C D Size (C4715A)	1995
Design Jet 450C E Size (C4716A)	2895
Design Jet 750C+: D Size / E Size	4995/5695
Design Jet 755CM: E Size	8195
Design Jet 2000CP E Size (C4703A)	8295
Design Jet 2500CP E Size (C4704A), Ethernet	9995

**(sale price) .... SPECIALS, limited to stock on hand*
Prices subject to change without notice.

http://www.centralcomputer.com for current prices & product catalog

Accessories:

C3169A: Postscript for 5Si	435
C3760A: Lower Cassette for 4V/ 4MV	325
C3762A: Duplex for 5Si/ 5SiMX	479
C3765A: Envelope Feeder for 5Si	379
C3918A: Postscript for 5/ 5N	335
C3920A: Duplex for 5/ 5N/ 5M	475
C3921A: 500 Sheet Feeder for 5	225
C3927A: Power Envelope Feeder for 5	259
C4123A: Duplex for 4000	289
C4137A: 16MB for 4000	145

HP Ink Cartridges:

51625A: Color for 500C/ 550C/ 560C	26.95
51626A: Black for 500/ 540/ 560	24.45
51629A: Black for 590/ 600/ 660	24.95
51640A: Black for 1200C	23.95
51640C: Cyan for 1200C	27.95
51640M: Magenta for 1200C	27.95
51640Y: Yellow for 1200C	27.95
51641A: Color for 870C/ 855C/ 1600C	28.95
51645A: Black for 870C/ 855C/ 1600C	26.95
51649A: Color for 590/ 660C	29.25
C3102A: Cyan for Color Laser Jet	32.95
C3103A: Yellow for Color Laser Jet	32.95
C3104A: Magenta for Color Laser Jet	32.95
C3105A: Black for Color Laser Jet	7.95
C3067A: Color for 540	**(28)*
C4533A: Color for 600	**(29)*

HP Paper:

92296T: Transparency Film for Laser Jet, Letter, 50 sheet	17.95
C1812A: Greeting Card, Letter, 20 sheet	7.95
C1846A: Photo Paper, Letter, 20 sheet	9.95
C2974A: Glossy, Letter, for 5/ 5M, 50 sheet	39.95
C3850A: Opaque Bond, 36"x150' roll	24.95
C3877A: Coated Paper, 36"x150' roll	39.95
C5973A: Premium Glossy, Letter, 25 sheet	21.95
C5976A: Bright White Inkjet, Letter, 200 sheet	5.95
C6093A: Premium Photo 4"x5", 15 sheet	8.50

HP Toner Cartridges:

92274A: for 4L/ 4ML/ 4P	65
92275A: for IIP/ IIP+/ IIIP	74
92291A: for IIISi/ 4Si/ 4SiMX	129
92295A: for II/ IID/ III/ IIID	75
92298A: for 4/ 4M/ 4+/ 4M+/ 5/ 5M/ 5N	89
C3900A: for 4V/ 4MV	139
C3903A: for 5P/ 5MP/ 6P/ 6MP	75
C3906A: for 5L/ 5ML/ 6L	59
C3909A: for 5Si/ 5SiMX	179
C4127A: for 4000	79.95
C4127X: Extra Toner for 4000	119

IBM (NETWORK PRINTER)

#4312001: Laser, 600dpi, 4MB, 12ppm	1025
#4317001: Laser, 600dpi, 4MB, 17ppm	1365
#4324001: Laser, 600dpi, 4MB, 24ppm	2345

LEXMARK.

Optra C Color, 600dpi, Postscript, 8MB, 3ppm	4495
Optra E 600dpi, 1MB, 6ppm	395
Optra S1250 1200dpi, 4MB, 12ppm	1045
- with LAN (S1250N)	**(1245) 1299*
Optra S1650 1200dpi, 4MB, 16ppm	1295
- with LAN (S1650N)	1545
Optra S2450 1200dpi, 4MB, 24ppm, 11x17	2295
- with LAN (S2450N)	2595

NEC

Superscript 660+ Laser ($30 Rebate)	**(249)*
Superscript 860 Laser ($50 Rebate)	**(389)*
Superscript 1260 Laser	**(645)*
Superscript 7500 Color ($30 Rebate)	**(189)*

OKIDATA

SALE

ML184T 9-pin, Par, 300cps, max. 5 copies	235
ML320T 9-pin, 290cps, max. 5 copies	**(315)*
ML390T 24-pin, 312cps, for Win & Win 32	345
ML520 9-pin, 430cps	**(385)*
ML590 24-pin, 450cps, max. 5 copies	449
ML591 24-pin, Wide, max. 5 copies	625
Office 44 4-in-1	**(485)*
OkiPage 4W Laser, 4ppm	**(199)*
OkiPage 6E 600dpi, 6ppm	**(289)*
OkiPage 6EX 600dpi, 2MB, 6ppm	**(399)*
OkiPage 16N Laser, 600dpi, 16ppm	889
OL600E Laser, 600dpi, 6ppm	**(295)*
OL810E Laser, 600x1200dpi, 8ppm	**(565)*
OL1200 Laser, 600dpi, 2MB, 12ppm	**(949)*

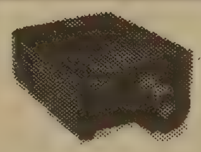
SEIKO

Smart Label Printer EZ30	145
Smart Label Printer Pro SLP220	235
Standard Label (2 rolls)	7.95

OTHER ACCESSORIES:

Auto Switch (non power) 2 to 1	11.50
Auto Switch (non power) 4 to 1	22.50
Data Switch 2 Way	5.99
Data Switch 4 Way	8.99
Parallel Auto Switch 2 to 1 bi-directional	19.95

17. PROJECTOR



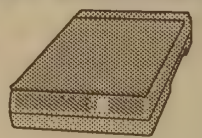
3M

Overhead M9100 AJB	289
Overhead M9200 AJC	399
Overhead M9550 AJH	615
Overhead M9700 AJJ	499

PROXIMA

Desktop DP5100 LCD	3499
Desktop DP5500 LCD 640x480, Zoom	4599
Ovation 810 8.4" LCD, 2M color, 640x480	1665
Ovation 944 10.4" LCD, 16.7M, 1280x1024	6395
Ovation+ 840 8.4" LCD, 16.7M, 800x600	2195
Ovation+ 846 10.4" LCD, 16.7M, 800x600	2695
Portable Overhead A653 3000 Lumens	475
Portable Overhead A655 4000 Lumens	799

18. SCANNER



EPSON

Expression 636 36-bit Executive SCSI	**(699) 725*

HEWLETT PACKARD

ScanJet 5P	**(245)*
ScanJet 5100CXi (C5193A)	285
ScanJet 6100 (C6267A)	**(699) 745*
- Auto Document Feeder (C6265A)	**(455)*
- Transparency (C6261A)	599
ScanJet Office 4P + ADF (C1135A)	**(595)*
ScanJet Personal 5S	195

LEO

LeoPlus L3 Parallel Flatbed	95

MICROTEK

Scan Maker III w. TMA & Photoshop OCR	**(1399)*
Scan Maker E3+ 600dpi, 24-bit color, OCR	**(135)*
Scan Maker E6 1200dpi, OCR	**(269)*
Scan Maker E6Pro 1200dpi, Photoshop COR	499
Scan Maker V310 Parallel	145
Slide Maker 35T+ 1800dpi, 16.8M color	725
Auto Document Feeder ADF600	365
Color Pagewiz for Win, 24-bit	159
Transparency Adapter for E3 / E6	285/285

STORM TECH

Easy Photo Reader Parallel	**(115)*
Easy Photo Smart Page	**(149)*

UMAX

Astra 610P Win	**(139)*
Astra 610S Photo Deluxe	**(149)*
Astra 1200S Win Deluxe	**(249)*
Astra 1200S Win Photoshop	**(445)*

VISIONEER

Paperport Strobe Parallel ($50 Rebate)	175
Paperport Deluxe for Win 32 (software)	69.95

19. TAPE BACKUP

AIWA

GD-B8000 8GB DDS-2 4mm SCSI Int	649
TD-S3200 TR-3 3.2GB Int	135

EXABYTE

Eagle TR3 603003-004 3.2GB Int	**(145)*
EXB-8700LT 8mm 5-10GB Ext Drive	675
- with Arc Serve	899
Eliant 820S 8mm 7-14GB, Single Ended Int	1525
Eliant 820S 8mm 7-14GB, Single Ended Ext	1775
Mammoth 8900SL 8mm 20-40GB Int / Ext	2995/3245
210RK Automated 8mm Library (70-140GB)	6095

HEWLETT PACKARD

C1534 4mm Dat. 2GB SCSI Int Drive	**(549)*
- w. Int Kit (C1525) / Ext Kit (C1520)	725/845
C1536 4mm Dat. 2-4GB SCSI Int Drive	**(579)*
- w. Int Kit (C1526) / Ext Kit (C1521)	769/895
C1549A Surestore DLT 30GB Ext	3095
C1554 Dat. 24GB DDS-3 Int	1045
- w. Int Kit (C1555) / Ext Kit (C1556)	1399/1545
C1599 Dat. 8GB DDS-2 Int	765
- w. Int Kit (C1528) / Ext Kit (C1529)	965/1095
C4354A Colorado 5GB Int	215
C4361A Colorado 5GB Ext	255
C5644B Surestore T4i 4GB Int	359
C5645A Surestore T4e 4GB Ext	459
C5648A Dat. 24GB x 6 Int Autoloader	2595
Mounting Frame 5.25" for C1533/ C1554	27 ea.
Mounting Frame 5.25" for C1534/C1536/C1599	25 ea.

iomega.

2GB Tape - Single / 3-pk	19.95/57
Ditto 3200MB (QIC 3010/3020) Int	139
Ditto 3200MB (QIC 3010/3020) Parallel w. cart	239

NOVASTOR

Novaback 4-in-1 for Win'95 & NT - FD	**(55)*
Novaback 5.0 for Win'95 & NT - CD	54

Seagate

SALE

CNR-4324RP 2-4GB SCSI Int 5.25"	**(499)*
CNR-4326RP 8GB 4mm SCSI w. 5.25" rail	**(665)*
Tape Stor 420MB w. cartridge Int	139
Tape Stor 800MB Travan w. cartridge Int	139

Software (Arcada):

Back Up for Win'95	65
Back Up Exec for Netware Workstation 7.0	98
Back Up Exec for Netware Enterprise 7.11	845
Back Up Exec for Netware Server 7.5	435
Back Up Exec for Netware 1 Server 25-user	335
Back Up Exec for Win NT Workstation	189
Back Up Exec for Win NT Enterprise 7.0	865
Back Up Exec for Win NT Server 7.0	439

SONY

LanBacker 7000: 8GB DDS-2 w. ArcServe Serve Int / Ext	1095/1175
WanBacker 7000: 8GB DDS-2 w. ArcServe Enterprise Int / Ext	1695/1795
WanBacker 9000: 24GB DDS-3 w. ArcServe Enterprise Int / Ext	2150/2175

TAPE CARTRIDGES:

3M - 4mm 90M	7.50
- 8mm 112M	6.95
- MC3000XL (680MB)	26.50
- Travan TR-1 (800MB)	24.95
- Travan TR-3 (1600MB)	29.95
- Travan TR-4 (1600MB)	31.95
EXABYTE - 8mm 112M, 5GB	9.95
- 8mm 160MXL (for XL drives)	15.95
- 18C 8mm Cleaning Cartridge	19.95
- EXMC3000XL (1GB)	26.95
- MC3000XL (680MB)	21.95
HP - 92283B: 4mm 90M (2GB) / 5-pk	7.50/35
- 92283K: 4mm Cleaning Tape 2-pk	21.95
- 92300A: 4mm 120M (4GB) / 5-pk	12.95/59
- C1517A: 4mm 125M DDS-3 (12GB)	27.99
- C1572A: 4mm 120M Autoloader	119
- Travan for DT-1000 / 2-pk / 3-pk	29.95/54.95/82
MAXELL - 4mm 90M Dat.	**(7.99)*
- DC2120 (QIC80)	9.95
- DC2120XL (350MB)	16.95
SONY - 4mm 90M for DDS-1	7.95
- 4mm 120M for DDS-2	13.95
- 4mm 125M for DDS-3	27.95

20. VGA CARDS

ATI

All-in-1 Wonder 4MB PCI	**(185)*
All-in-1 Wonder Pro 4MB PCI	259
All-in-1 Wonder Pro 8MB PCI oem / reg	259/299
Xpert@Play 4MB AGP oem	169
Xpert@Play 4MB PCI oem / reg	159/169
Xpert@Play 8MB AGP oem	199
Xpert@Play 8MB PCI oem / reg	179/195
Xpert@Work 4MB AGP oem / reg	139/155
Xpert@Work 4MB PCI oem / reg	135/149
Xpert@Work 8MB AGP oem	195
Xpert@Work 8MB PCI oem / reg	179/195
4MB upgrd for Xpert@Play & Xpert@Work	99

ASUS

V3000 4MB AGP	139

DIAMOND

Fire GL 1000 Pro 8MB AGP oem	**(189)*
Fire GL 1000 Pro 8MB PCI oem	**(185)*
Monster 3D 4MB PCI oem / reg	169/189
Stealth 3D 4000 4MB AGP oem	99
Stealth II 3D 4MB PCI oem	109
Stealth 2500 DRAM PCI w. 1MB / 2MB	45/59
Stealth Video 64 2MB VRAM PCI	99
Viper V330 4MB AGP oem / reg	*(169)/189
Viper V330 4MB PCI oem / reg	**(165/165)*

DYNAMIC PICTURES

Oxygen 102 8MB SDRAM PCI for Win NT	385
Oxygen 202 16MB SDRAM PCI for Win NT	879
Oxygen 402 32MB SDRAM PCI for Win NT	1759

HERCULES

Stingray 128 3D 8MB EDO reg	**(249)*

IMS

Twinturbo 128P VRAM PCI w. 2MB / 4MB	195/265
Twinturbo 128P VRAM 8MB PCI	395

LEADTEK

WinFast 3D L2300 8MB AGP / PCI	249/229

matrox

Millennium II 4MB AGP oem	165
Millennium II 4MB PCI oem / reg	159/185
Millennium II 8MB AGP oem	219
Millennium II 8MB PCI oem / reg	**(215/249)*
Mystique 220 2MB PCI reg	95
Mystique 220 4MB PCI oem / reg	105/119
Rainbow Runner Studio (upgrd for Mystique)	179
Rainbow Runner Studio (for Millennium II)	215
Rainbow Runner Television	89
M3D 4MB upgrade	95
Memory Upgrade (for Millennium II): - 4MB / 8MB / 12MB	99/175/249
Video, Graphics & TV Combo Kit	299

NUMBER NINE

Imagine 128 Series II 4MB EDO PCI	**(189)*
Revolution 3D 128 4MB AGP oem / PCI oem (purchase w. systems)	**(199/159)*
Revolution 3D 128 4MB AGP reg	239
Revolution 3D 128 4MB PCI reg	239
Revolution 3D 128 8MB AGP oem / PCI oem (purchase w. systems)	**(259/209)*
Revolution 3D 128 8MB AGP reg	295
Revolution 3D 128 8MB PCI reg	295
4MB Memory Upgrade (for Revolution)	159

OTHERS

Boca Voyage Movie Player Accelerator	285
InterGraph Intense 3D Voodoo 6MB	225
Movie Plus 1100 MPEG Decoder	199
STB Velocity 128 AGP (no TV), boxed oem	129
Televiewer for Win 3.11 & '95 only	89
Televiewer Plus for Win 3.11 & '95 only	145
Tvator Pro PC/Mac VGA to NTSC Scan Converter	119
Tvator Remote Pro VGA to NTSC Scan Converter	289

21. VIDEO / DIGITAL CAMERA

AGFA

Ephoto 307 Digital Camera	**(295)*
Ephoto 1280	*859*

BEST DATA

Digital Color Camera DDC-100	125
Digital Color HCC-100 w. Photo Edit	199

Canon

Powershot 350 LCD	475
Powershot 600 LCD	675

CASIO

QV-11 Digital Camera	285
QV-200 Digital Camera	399
QV-300 Digital Camera	665

EPSON

Photo PC-500 Digital Camera	345
- w. Photo Pix LCD Monitor	**(459)*
Photo PC-550	285
Photo PC-600 1024x768	**(665)*

Kodak

DC20 Digital Camera	**(175)*
DC25 Digital Camera	**(245)*
DC50 Digital Camera Zoom Lens	**(465)*
DC120 Camera 1.6" Color	735
DC210 Zoom Camera	839
DVC300 Video Camera	149

OLMPUS

D220L 640x480	475
D320L 1024x768	675
D600L 1280x1024, 3X Zoom	1195

SONY.

DSC-F1 Digital Still	495
Mavica MVCFD-5 Digital Camera	489
Mavica MVCFD-7 w. Zoom	685

UMAX

Photorun Digital Camera DT for Win'95	239
Photorun Digital Camera LP for Win'95	199

U.S. Robotics

Big Picture Camera + Capture	195
Big Picture Video Kit + Camera	299

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PC SOFTWARE

Adobe

Acrobat 3.0.1	189
Acrobat Capture 2.0	559
FrameMakr 5.5 / (special)	745/*(499)
- upgrade	165
Illustrator 7.0 for Win 32	365
- competitive upgrade	265
PageMaker 6.5 for Win 32 / (special)	545/*(295)
Photoshop 4.0 / (special)	549/*(399)
Premier 4.2 for Win / (special)	499/*(299)

AUTODESK

AutoCAD Lite '97	405
Autosketch 2.1 for Win & Win'95	89
Symbols '97	87

BORLAND

C++ 5.0 for Dos, Win & Win 32 - CD	325
C++ 5.0 Developer Suite	425
C++ Builder 1.0 Standard / Professional	89/525
Delphi Developer 2 Kit / upgrade	*(395/255)
Delphi 3 / upgrade	499/249
Paradox 5.0 for Win	*(99)
Paradox 7.0 for Win'95 & NT	265
Turbo Assembly 5.0 for Win'95	115
Visual dBase 5.5 for Win & Win'95	269

COREL

Corel Draw 4.0 (2CD)	69
Corel Draw 5.0 for Win 3.11 - CD	*(195)
Corel Draw 6.0 for Win'95 - CD	*(199)
Corel Draw 7.0 for Win'95 & NT	*(399)
Corel Draw 8 - CD / upgrade	425/225
Corel Flow / Corel Flow 3	*(59)/129
Corel XARA	179
Lumiere Suite	69
Ventura 7 for Win'95 - CD	549
Wordperfect Suite 8.0 for Win'95	285

DELRINA

Comm Server	*(39)
Comm Suite 2.1	*(65)
Cyberjack 7 for Win'95	*(29)
WinFax Pro 4.1 for Network 10-user	*(499)

IBM

Anti-Virus Desktop 2.52 oem	24
OS/2 Warp 4.0 Single - WS / Server	195/539
Via Voice for Win 32 oem / reg	39.95/89
Via Voice Gold for Win 32	138

INTUIT

Quick Basic '98	45
Quicken 6.0	*(35)
Quicken Deluxe '98 - CD	59.95
Quicken Family Lawyer - CD	*(39)
Quicken Financial Suite '98 oem / reg	33/86.95
Quickbook 5.0 / Professional 5.0	97/185

Lotus

1-2-3 5.0 for Win / competitive upgrd	299/*(75)
1-2-3 97 for Win 32 / upgrade	*(269/89)
cc:Mail 6.1 Systems Pack Server	134
cc:Mail 8.0 Advanced System Pack	465
cc:Mail 8.0 Client for Win 32	135
cc:Mail Mobile E-Mail 7.0 for Win'95 & NT	115
Organizer 97 for Win'95	75
Smart Suite 97 for Win 32 oem / reg	*(45/325)

MICROGRAFX

ABC FlowCharter 4.0	299
ABC Graphics Suite Live 6.0 - CD	275
Designer Power Pack - CD	335
Designer Tech Live 4.1 - CD	399
FlowCharter Live 7.0 - CD	279
Graphic Suite #2 for Win'95	315
Picture Publisher Live 5.0 - CD	135
Web Tricity	135

Microsoft

Access 97 / upgrade	299/99
Access Developer's Kit for Win'95	459
Back Office 2.5 Client 5-user	1199
Back Office Resource Kit pt.1 / pt.2	59/95
Back Office Server 2.5	2295
Excel 97 / upgrade	299/95
Exchange Server 5.0 - 5 Client / 10 Client	899/1245
Frontpage 98	135
Home Essential 98 upgrade	94
Office Prof. 97 + Bookshelf - CD	529
Office 97 Small Business Edition	449
Office 97 Standard	445
PC Mail Server 3.5 10-user	445
Picture-It 2.0 for Win'95	47
Power Point 7.0 / upgrade	*(299/98)
Project 98 for Win'95	445
Proxy Server	925
Publisher 98 Deluxe - CD	119
Services for Netware (add-on for Win NT 4.0)	145
SNA NT Server 5-user	395
SNA NT Workstation	199
SQL NT Server 6.5 5-user	1299
SQL NT Workstation 6.5	475
SQL Server Internet Connection	2795
System MGMT Server - 5 / 10 Client	825/1045
Visual Basic Enterprise 5.0	1095
- upgrade	625
Visual Basic Professional 5.0	449
Visual C++ Enterprise 5.0	1089
Visual C++ Professional 5.0	455
Visual Fox Pro Professional 5.0 / upgrd	449/235
Visual Fox Pro Standard 3.0 for Win	189
Visual InterDev.	459
Visual J++ Pro	87
Visual Source Save 5.0 / upgrade	475/95
Visual Studio Professional	925
Windows '95	*(179)
- upgrade FD / CD	*(89.95) ea.
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Win NT 4.0 Server 5-user / 10-user	*(695/995)
Win NT 4.0 Workstation - CD	285
Word 97 / upgrade	299/78

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Cleansweep 3.0 for Win'95	38
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Internet Suite 2.0	37
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Procomm Plus 4.5 for Win32 - CD	135
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Web Author 2.5 for Win'95	45
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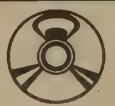
SYMANTEC.

ACT! 3.0 for Win'95 & NT	175
C++ 7.5 for Win'95 & NT	69
For Your Eyes Only	75
Norton Adminstrator Suite 10-user	525
Norton Anti-Virus Deluxe 4.0	67
Norton Anti-Virus 4.0 for Multi-Platform	*(49.95)
Norton Desktop 3.0 for Win oem / reg	*(45/99)
Norton Disklock 3.5 for Dos / Win - CD	79
Norton Healthy PC	28
Norton NT Tools	47
Norton PC Handyman	48
Norton Uninstall Deluxe	*(36)
Norton Utilities '95 v3.0	69.95
Norton Utilities 8.0 for Dos & Win	79
PC Anywhere Remote & Host 8.0 Win'95 & NT	135
Visual Cafe 2.0 for Java Web Development	89
Visual Cafe 2.0 Database Development	459
Visual Cafe 2.0 Professional Development	275

OTHERS

Caere: Omnipage Professional 8.0 / upgrade	465/125
Cakewalk Home Studio 6.0	85
Cakewalk Professional 6.0	165
Cakewalk Professional Audio Deluxe	285
Claris: File Maker Pro 4.0 for Win'95 & NT	179
- competitive upgrade	95
Claris: Works 4.0 for Win'95	49
Eudora Pro 4.0 - Single / 5-user	39/185
FastBack Plus 6.0	119
Fractal Design Painter 5.0 / upgrade	265/89
Kai's Photo Soap	45
Kai's Power Tools 3.0 for Win'95 & NT	119
Kai's Power Goo for Win 32	45
Laplink for Win'95	129
QA Plus 7.1 for Win'95	59
Quark XPress 4.0	735
Uninstaller 4.5 for Win 32	39
Visio 5.0 for Win & Win'95	135
- Academic version	95
Visio 5.0 Professional / upgrade	299/136
- Academic version	199
Visio 5.0 Technical	298

CD TITLES



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You Don't Know Jack - TV	31

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Arthur's Reading Race (age 3-7)	32
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Incredible 65,000 Image Pak	52
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Kid Pix Studio	*(29)
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Expedia Trip Planner '98	37
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Scientific & Technology Library (May'97)	23
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Disney's Magic Artist	37
Expert: Clipart Fonts	16
Hercules Print Studio	24
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Key Master Maps	28
Precision Mapping Streets 3.0	45
See the World by Train	29.95
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Small Office/Home Office

continued from page 74

> *Figure out the minimum information you need, and record only that. Sure it would be nice to know the birthdays of your clients. But unless you are an astrologer you don't need to know them. Keeping the information minimal makes it simple to fill out the form.*

There are 88 forms included with TurboTax Deluxe. If you are approaching the tax deadline, and wondering if the program has everything you need, the answer is probably yes. You can also get a state version, which means you truly have everything you need. The program will transfer all your Federal entries over to the state form, and ask you any additional questions it may have. You can file electronically for a small fee—or free if you buy the deluxe version.

There is another quality to the program that seems almost silly to mention, but it did matter to me. Tax-time is stressful. TurboTax is designed to be as pleasant as possible. The whole interface is done in quiet adobe colors with blue navigation buttons. There are small touches of humor—"You get to fill out another form, lucky you!"—but they are not overdone. Everything about the interface helps to reduce the inevitable angst one feels in filling out tax forms. TurboTax combines an air of utter competence with this calming demeanor, and becomes a double winner. I tip my hat to the thoughtful people who designed TurboTax.

More About Joint Ventures

In issue 175 *(www.microtimes.com/175/soho.html)* we talked about collaborative ventures with other businesses. Apparently we were not the only people thinking along these lines.

Thomas (Marty) Harwell-Weiler wrote in to talk about work he has been doing with "Recombinant Work Teams." The idea is the same as that talked about in the column—teams of equals that come together briefly to accomplish a task, and then go their separate ways. He pointed us to his Web site (see Resources) for a look at some examples of the calculations such a collaborative team might make. He calls the whole system PRO-MAS™, and it is definitely worth a visit.

He makes a running calculation of what each contributor has brought to the enterprise. He quantifies them in "Investment Credit Points" or ICPs. By tracking these ICPs, the short-term partners can agree on what their share of the take should be.

Harwell-Weiler's page is interesting because he lists the whole strategy as a set of principles. He then gives concrete cases of the principles at work, and walks through the math. Sometimes the math needs work—I did catch one error. But the principles provide a simple system for figuring how to think about joint ventures. Here's a sample:

Clyde and Clydette contribute time and money on a joint venture to design a greeting card. Clyde, as super secretary, determines his time to be worth US$17.00 per hour (17PH). Clydette, as graphic artist, determines her time to be worth US$28.00 per hour (28PH). PRO-MAS 101: Time spent and monies expended directly equate to ICPs (Investment Credit Points) which transcribe into percentages earned for the division of fees collected. Verifiable documentation should be available to substantiate claims of monetary expenditures. Note that 'per-project' rates (versus time frame calculations) are best expressed as 'monies expended' to confirm simplified PRO-MAS accounting. Decimal points are carried out to at least the third place and then rounded off to the second place to ensure accuracy down to the farthing.

CLYDE:

5 hours @ $17PH = $ 85.00
monies expended = $126.93
$211.93

CLYDETTE:

3 hours @ $28PH = $84.00
monies expended = $94.67
$178.67

PRO-MAS 102: Add the total Individual ICPs to determine the Base ICP.

CLYDE @ $ 211.93
+ CLYDETTE @ $178.67
$390.60 Total Base ICP

Individual ICPs are divided by the Base ICP to determine percentages, rounding off from the third to the second place decimal point to divvy up otherwise fractional amounts.

CLYDE:

$211.93 ÷ $390.60 = 0.5425755 = 54.25755% = 54.26%

CLYDETTE:

$178.67 ÷ $390.60 = 0.4574244 = 45.74244% = 45.74%

[which adds up to] **100.00%**

After much work, Clyde and Clydette receive US$786.22 for custom-designed artwork from the client who contracted their services. Hence their division of fees collected:

CLYDE:

US$786.22 @ 54.26% = 426.60297 = US$426.60

CLYDETTE:

US$786.22 @ 45.74% = 359.61702 = US$359.62

[for a total of] **US$786.22**

The author goes on to give other examples. Basically all contributions are turned into their cash value by mutual agreement. Then each person gets a chunk of the proceeds that is proportional to their share of the investment. Simple? Yes. But it could save a lot of grief in collaborative jobs if friends worked out exactly what they had coming before they started working together. Many a friendship has foundered because friends collaborated, but could not bring themselves to talk about money in advance.

Do visit this site if you are thinking of entering a collaborative project. ■

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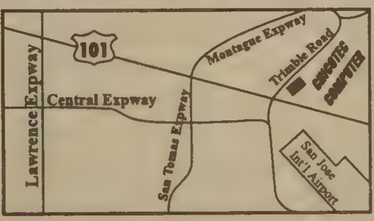

BY MITSU HADEISHI

Windows CE 2.0: The Sequel

Sharp Mobilon Shows Off New Ultralight OS Capabilities

Much fanfare surrounded the first release of Windows CE, Microsoft's bantamweight Windows-style operating system for palmtops and small consumer devices. (What does CE stand for? Originally some speculated it stood for "Consumer Edition" or "Compact Edition," but later Microsoft apparently decided that they didn't want to limit the operating system to a specific niche, so now they say it doesn't stand for anything at all.)

Big manufacturers including Philips, HP, Compaq, Casio, Sharp, and Hitachi stepped forward with implementations; a large supply of machines were manufactured—and then, nothing. For a variety of reasons, Windows CE 1.0 machines floundered in the marketplace; just a fraction of the machines that were built ended up sold to end users.

> In contrast to their poor CE 1.0 cousins, CE 2.0 machines have reportedly been selling briskly, and retailers are having difficulty keeping the units on their shelves.

But that was then and this is now. With slightly less fanfare, Microsoft released Windows CE 2.0, an upgraded and polished version of Windows CE with fewer bugs, support for printing and color displays, and much more functional versions of its built-in applications. In contrast to their poor CE 1.0 cousins, CE 2.0 machines have reportedly been selling briskly, and retailers are having difficulty keeping the units on their shelves. Whether this initial interest will persist remains to be seen, but it is interesting that after the bona fide flop that was CE 1.0 there remains a healthy demand for the next-generation's version of the same system.

My original experience last year with Windows CE 1.0 proved that it was a promising but initially somewhat flawed platform. The operating system suffered from "1.0-itis", it had bugs and didn't have a number of crucial features that would have made it really useful. While the built-in applications were generally easy to use and even impressive in some ways, the lack of these critical features crippled the overall utility of the machines.

For example, while the unit allowed you to connect to the Internet to send and receive email and even browse the Web, and it also allowed you to connect a digital camera and download photos, it did not allow you to send binary attachments with your email, so there was no way to send the photos to your office or anyone else remotely (which could have been a very handy feature—instead of having to buy more memory cards for your digital camera, you could have just emailed the photographs and then kept taking more).

Lack of file attachment capability prevented you from sharing the spreadsheet or word processing files you might have created on your palmtop. In addition, CE 1.0 did not support password-protection on a per-file basis, so it was very inconvenient to store any private information on the machine—you could password protect the whole unit—but this made it extremely inconvenient to use, because you then had to enter a password every time you turned it on, not just when you were accessing your private data.

The spreadsheet was functional and powerful, yet there was no way to split the screen, and since the display of these CE units is quite small, this made the spreadsheet practically useless for any but the smallest computations, as it was impossible to keep track of where you were as you scrolled around. There was no way to easily search for items in the calendar.

And so forth. Such omissions were scattered throughout the system, making the 1.0 machines much less useful than they could have been.

The market responded by staying away from these machines in droves. Most consumers took a wait-and-see attitude towards Windows CE. Although many people in the industry felt this meant the system was a failure, it could well have been just a cautious attitude on the part of consumers who thought that there wasn't much point in investing in a system which was still having teething problems.

For whatever reason, however, Microsoft didn't release any new versions of Windows CE for about a year, until 2.0, which is just coming out now. So, sales languished for CE machines as consumers waited for the upgrade—which, at long last, is finally out.

Sharp's Mobilon

I recently got a hold of the first CE 2.0 machine to get wide distribution, the monochrome HC-4100 edition of the Sharp Mobilon. At a street

continued on page 94

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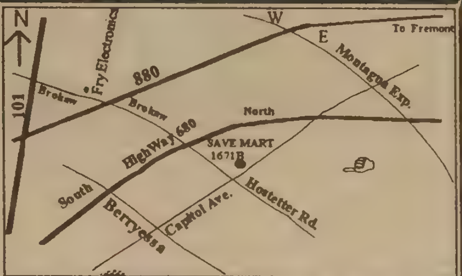

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ATI Xpert@Work PCI 4/8MB	125/175
ATI Xpert@Work AGP 4/8MB	135/185
ATI Xpert@Play PCI 4/8MB	150/195
ATI Xpert@Play AGP 4/8MB	160/205
Memory for Millennium I 2/4mb	50/100
MT Millennium II PCI 4mb/retail	145/170
MT Millennium II PCI 8mb/retail	190/245
MT Millennium II AGP 4mb/8mb	147/225
Matrox Mystique PCI 2mb/4mb	60/102
Matrox Mystique PCI 4mb (retail)	120
DIAMOND	
Stealth 64 3D 3000 4mb VRAM	Good 115
Stealth II S220 PCI 4 MB	89
MPEG Card upgrade (M1100)	70
Fire GL 1000 Pro 4MB	Good 109
Fire GL 1000 Pro 8 MB	175
Viper 330 PCI / AGP 4MB	150/165
Viper 330 TV OUT PCI 4MB	170
Diamond Monster 3D PCI 4MB	150

CONTROLLERS

Adaptec SCSI 2940UW PCI	Good 149
Adaptec SCSI 2940U/3940 PCI	145/170

NETWORK CARD

3com 3C905 TX PCI/100BaseTX	75
NE2000 combo PNP-ISA /PCI	20/25

FAX-MODEM

33.6 Fax-Modem w/ Voice	49
PHOEBE 56K Fax-Modem/Voice	70
DIAMOND SUPRA 56K voice PnP	70
US ROBOTICS 33.6K/ Voice	85/95
US ROBOTICS WINMODEM 56K	$89
US ROBOTICS 56 K /Voice	105/120

JOIN OUR WINNING TEAM

ASUS TX97 AMD K6 MMX

- ASUS TX97 430TX, 512K Cache, Pentium Motherbord with 168Pin DIMM, onbrd Ultra-IDE, FD, HiSpd I/O, AT Size
- AMD® K6 Processor w/ Smart Cooling Fan
- 16MB 168Pin 10ns SDRAM DIMM
- 1.44MB Floppy Drive
- 3.2GB Maxtor DiamondMax UltraDMA IDE HD
- Mitsumi 24X Speed Internal ATAPI IDE CD-ROM
- Trident 9685 PCI 2MB MPEG+AVI Video Card
- 15" ShamRock 1280x1024NI Pwr-Saving Monitor
- GigaStar Series AT Type Mini Tower 230W PS
- Mitsumi 104 Key Enhanced Win95 Keyboard
- Logitech 2-Button FirstMouse Plus with wheel w/ Pad
- [illegible] Windows 95 + Manual + Installed + fully-configured

AMD	K6mmx
P166	$835
P200	$840
P233	$879

Intel Anchorage w/Audio

- Intel Anchorage AN430TX 512K Cache onbrd,MMX CPU support, 4 PCI+3 ISA slots,DIMM,upto 256MB, built-in PCI-IDE ports, FD, HiSpd I/O,Yamaha OPL4 wavable audio stereo sound
- Genuine Intel Pentium® Processor w/ Cooling Fan
- 32MB 168Pin 10ns SDRAM DIMM
- 1.44MB Floppy Drive
- 4.3GB Maxtor DiamondMax UltraDMA IDE HD
- Mitsumi 24X Speed Internal ATAPI IDE CD-ROM
- ATI Xpert@Work PCI RAGE PRO 4MB SGRAM Video Card
- 15" Hitachi NSA SuperScan Pro CM-500U Monitor
- GigaStar ATX style Medium Tower 235W ATX PS
- Mitsumi 104 Key Enhanced Win95 Keyboard
- Logitech 2-Button FirstMouse Plus with wheel w/ Pad
- Pair of 60Watt Stereo Speakers
- Legitimate MS Windows 95 Full CD + Manual + Installed + fully-configured

Intel Pentium®	
mmx166	$1130
mmx200	$1152
mmx233	$1218

ASUS P2L97 Pentium II AGP

- ASUS P2L97 Intel Pentium II motherboard - 233-333Mhz support, 440LX AGPset with Accelerated Graphics Port Connector for optimal Video Graphics, 5 PCI/2 ISA/1 AGP slots,DIMM, Onbrd I/O, UltraDMA IDE, ATX
- Genuine Intel Pentium® II Processor w/Cooling Fan
- 64MB 168Pin 10ns SDRAM DIMM
- 1.44MB Floppy Drive
- 6.4GB Maxtor DiamondMax UltraDMA IDE HD
- Mitsumi 24X Speed Internal ATAPI IDE CD-ROM
- Yamaha 3D Stereo Sound Card w/ Wavetable Full Duplex
- ATI Xpert@Work AGP RAGE PRO 4MB SGRAM Video Card
- 15" Hitachi NSA SuperScan Pro CM-500U Monitor
- GigaStar ATX style Medium Tower 235W ATX PS
- KeyTronic 104 Key Win95 PS2 Keyboard
- Microsoft IntelliMouse with Wheel w/ Pad
- Pair of 60Watt Stereo Speakers
- Legitimate MS Windows 95 Full CD + Manual + installed + fully-configured

Intel Pentium® II	
233MHz	$1447
266MHz	$1559
300MHz	$1705
333MHz	$1950

Bundled with AGP Video card!

ns for the CGD
engineeri
also appr
her within a few hours

aluable contribution. We

Intel AL440LX Pentium II

- Intel AL440LX Pentium II Motherboard - 233Mhz & above CPU support, 440LX AGPset with Accelerated Graphics Port Connector for optimal Video Graphics, Yamaha OPL4 hardware wavetable audio,3 PCI/2 ISA/1 AGP slots, DIMM, Onbrd I/O, UltraDMA PCI IDE
- Genuine Intel Pentium® II Processor w/ Cooling Fan
- 128MB 168Pin 10ns SDRAM DIMM
- 1.44MB Floppy Drive
- 8.4GB Maxtor DiamondMax UltraDMA IDE HD
- Mitsumi 32X Speed Internal ATAPI IDE CD-ROM
- ATI Xpert@Work AGP RAGE PRO 4MB SGRAM Video Card
- 17" Hitachi NSA SuperScan Pro CM-620U Monitor
- GigaStar ATX style Medium Tower 235W ATX PS
- KeyTronic 104 Key Win95 PS2 Keyboard
- Microsoft IntelliMouse with Wheel w/ Pad
- Pair of 80Watt Stereo Speakers
- Legitimate MS Windows NT V4.0 Workstation CD + Manual + installed + fully-configured

Intel Pentium® II	
233MHz	$1974
266MHz	$2086
300MHz	$2231
333MHz	$2477

Bundled with AGP Video card!

OUR SERVICE, OUR COMMITMENT

- All [illegible] and will be setup/configured, Windows 95/[illegible] testing [illegible] tested and configured by burn-in for 48 hours on all components and finally [illegible] inspected for double [illegible] or errors. All systems are to be inspected by customer at pick-up time
- Most [illegible] standard configurations have been pre-built, burn-in tested and are ready to be picked up or delivered within 60 minutes IN FREMONT MAIN OFFICE - Please allow more time for minor configuration changes. Standard delivery time is 72 hours
- Free delivery area includes local area within 30 minutes driving distance. No delivery on weekends. Delivery out of local area will be charged up to $30 freight.
- Most components come with over 1-year manufacturer warranty - First year will be covered by UMiracle. Warranty after the first year will be covered by component manufacturers.
- While you wait immediate service should there be any necessary warranty repair. If we couldn't solve the problem, another system will be built (at our discretion, if purchased within 30 days.)
- All pick-ups repairs exchanges, upgrades can be done in either Fremont, Belmont or Albany store. Original invoices & records required.

OF CALIFORNIA AT BERKELEY

ASUS P2L97-DS Dual PII AGP

- ASUS P2L97-DS Intel Pentium II motherboard - 233-333Mhz Dual Pentium II support, 440LX AGPset with Accelerated Graphics Port Connector for optimal Video Graphics, onbrd Adaptec 7880 U-Wide SCSI ,5 PCI/2 ISA/1 AGP slots, DIMM, Onbrd I/O, UltraDMA PCI IDE, ATX format
- Genuine Intel Pentium® II Processor(s) w/Cooling Fan(s)
- 128MB 168Pin 10ns SDRAM DIMM
- 1.44MB Floppy Drive
- 6.4GB Quantum FireBall SE36400S Ultra-SCSI-2 HD
- Mitsumi 32X Speed Internal ATAPI IDE CD-ROM
- Sound Blaster AWE 64 PnP Value Sound Card
- ATI Xpert@Work AGP RAGE PRO 8MB SGRAM Video Card
- 19" Hitachi NSA SuperScan Pro CM-751U Monitor
- GigaStar ATX style Full Tower 235W ATX PS
- Microsoft Natural Elite Keyboard Win95 PS2/USB
- Microsoft IntelliMouse with Wheel w/ Pad
- Pair of 120Watt Stereo Speakers
- Legitimate MS Windows NT 4.0 Workstation CD + Manual + installed + fully-configured

Pentium II Single/Dual	
233mhz	$2780/$3040
266mhz	$2893/$3267
300mhz	$3040/$3560
333mhz	$3288/$4056

Intel DK440LX PII Dual

- Intel DK440LX Dual Pentium II Motherboard 82440LX AGPset - 233Mhz & above Dual CPU support, 440LX AGPset w/ Accelerated Graphics Port Connector for optimal Video Graphics,4 DIMM slots,Onbrd I/O,UltraDMA PCI IDE,onbrd Intel Pro10/100BT Ethernet/ Adaptec 7895 Dual Channel SCSI w/ RAIDport slot
- Genuine Intel Pentium® II Processor(s) w/ Cooling Fan(s)
- 256MB 168Pin 10ns SDRAM DIMM
- 1.44MB Floppy Drive
- 8.4GB Quantum FireBall SE38400S Ultra-SCSI-2 HD
- Toshiba XM-6201B 32X Speed Internal SCSI CD-ROM
- ATI Xpert@Work AGP RAGE PRO 8MB SGRAM Video Card
- 19" Hitachi NSA SuperScan Pro CM-751U Monitor
- GigaStar ATX style Full Tower 235W ATX PS
- Microsoft Natural Elite Keyboard Win95 PS2/USB
- Microsoft IntelliMouse with Wheel w/ Pad
- Pair of 120Watt Stereo Speakers
- Legitimate MS Windows NT V4.0 Workstation CD + Manual + installed + fully configured

Pentium II Single/Du	
233mhz	$3238/$349
266mhz	$3351/$372
300mhz	$3497/$405
333mhz	$3745/$451

e continue to do business with UMiracle.

Thank you very much and keep up the good work.

Optional Software O/S Upgrade:

MS DOS V6.22+Windows V3.11(-95)	Add$10
MS DOS V6.22+Windows for WorkGroup V3.11(-95)	Add$30
Windows NT 4.0 Workstation/Server w/5User(-95)	Add$90/$560
MS BackOffice Small Business Server 4.0 w/5 user (-95)	Add$1190
MS Office 97 Small Business Ed./Professional Ed.	Add$199/$550
MS HomeEssential 98 Bundle	Add$95

OneYear Next Business Day Bay Area OnSite	$6
ThreeYear Next Business Day Bay Area OnSite	$15

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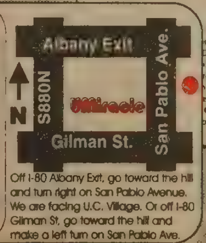

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San Francisco CA94123
Ph. 415-885-5050
Fax: 415-885-5059

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Union St.
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Broadway
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Ph: 510-226-3666
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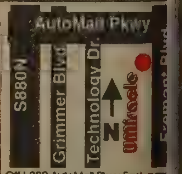

Off I-880 AutoMall Pkwy East, pass Technology Dr., make a right on Fremont Blvd. Or off 680 Durham West, pass Osgood, make a left on Fremont, first driveway on your rig

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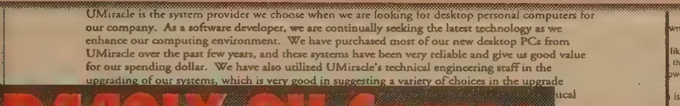
UMiracle is the system provider we choose when we are looking for desktop personal computers for our company. As a software developer, we are continually seeking the latest technology as we enhance our computing environment. We have purchased most of our new desktop PCs from UMiracle over the past few years, and these systems have been very reliable and give us good value for our spending dollar. We have also utilized UMiracle's technical engineering staff in the upgrading of our systems, which is very good in suggesting a variety of choices in the upgrade

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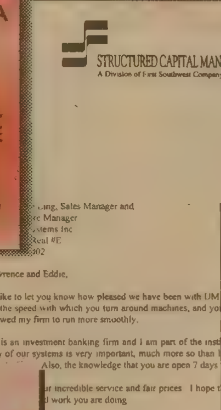
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...stems Inc
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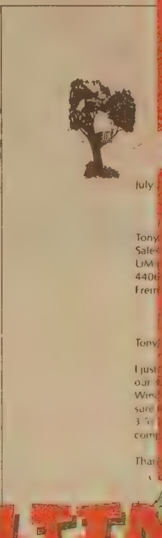
...is an investment banking firm and I am part of the insti... y of our systems is very important, much more so than ... Also, the knowledge that you are open 7 days ...

...ur incredible service and fair prices. I hope t... l work you are doing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Tony
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Tony

I just... our... Win... sure... 3... comp...

Than...

UPGRADEABILITY

Don't you know [illegible] to prevent you from after market upgrade? [illegible] more than a CD-ROM. [illegible] of motherboard requires changing the whole [illegible] CPU upgrade unless you buy the expensive CPU [illegible] At UMiracle, we use all [illegible] hardware. Everything is interchangeable to save your [illegible] and ease your future upgrade!

LOCAL TECHNICAL SUPPORT

[illegible] support is no better than a 10 minute visit to your local store. Ever spent hours waiting for a [illegible] company tech support on the phone and [illegible] the solution you get doesn't work? Don't you know 90% of [illegible] problems can be pinpointed quickly when a technician can get in touch with the hardware? At UMiracle, we guarantee when it comes to a problem with your PC, we provide you a [illegible] repair [illegible] possibly can.

Intel R440LX PII Server

- Intel R440LX Server Platform Pentium II Motherboard - Dual PII CPU support, 4 DIMM (ECC 72Bit SDRAM) slots, Onbrd I/O, UltraDMA PCI IDE, onbrd Intel Pro 100BT Ethernet, Adaptec 7880 UW SCSI port, Cirrus Logic 5446 1MB onbrd VGA, Hardware Server Mgmt, and LANDesk Server Manager Software for NT and Netware
- Genuine Intel Pentium® II Processor(s) w/CoolingFan(s)
- 256MB 168Pin 10ns ECC SDRAM DIMM
- 1.44MB Floppy Drive
- TWO 4.3GB WD Enterprise UW-SCSI E4360-7 HDs
- Mitsumi 24X Speed Internal ATAPI IDE CD-ROM
- 15" Hitachi NSA SuperScan Pro CM-500U Monitor
- Server Enclosure KS-1400 w/Dual Redundant Hot-Swappable 300Wx2 PowerSupply, Full-Size ATX, 14-5.25" drive bays, 8 Cooling Fans, Dims:(DxWxH) 20.5"x16.25"x23.75"
- KeyTronic 104 Key Win95 PS2 Keyboard
- Microsoft IntelliMouse with Wheel w/ Pad
- Legitimate MS Windows NT V4.0 Server w/5 User Lic + Manual + installed + fully-configured

Single Pentium II

266MHz	$4469
300MHz	$4615
333MHz	$4865

Dual Pentium II

266MHz	$4843
300MHz	$5139
333MHz	$5641

MULTIMEDIA NOTEBOOKS

NoteBook Options:		
	MS DOS V6.22 + Windows V3.11	Add$100
	MS DOS V6.22 + WFWG V3.11	Add$120
	Windows 95 CD Full OEM Version	Add$90
	Windows NT 4.0 Workstation	Add$180

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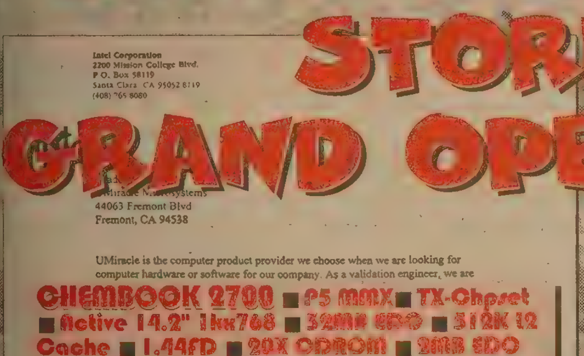
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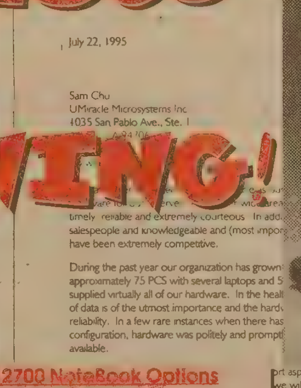

July 22, 1995

Sam Chu
UMiracle Microsystems Inc
1035 San Pablo Ave., Ste. 1
...A 94706

timely, reliable and extremely courteous. In add... salespeople and knowledgeable and (most impor... have been extremely competitive.

During the past year our organization has grown... approximately 75 PCS with several laptops and 5... supplied virtually all of our hardware. In the heal... of data is of the utmost importance and the hard... reliability. In a few rare instances when there has... configuration, hardware was politely and prompt... available.

...rt aspects o... we will conti...

CHEMBOOK 2700 ■ P5 MMX ■ TX-Chipset ■ Active 14.2" 1kx768 ■ 32MB EDO ■ 512K L2 Cache ■ 1.44FD ■ 20X CDROM ■ 2MB EDO Video ■ TouchPad ■ 3D Stereo Sound ■ RCA Jack ■ USB,IS/IP ports ■ Li-ion Battery...

Active Matrix 14.2"	(2.1/3.0/4.0GB)
■Pentium-166MMX	$2134/$2216/$2396
■Pentium-200MMX	$2155/$2237/$2418
■Pentium-233MMX	$2219/$2301/$2482

Add $100 for 4MB EDO Video

CHEM 2700 NoteBook Options

16MB 144pin EDO	$72
32/64MB 144pin EDO	$120/275
Auto Adaptor 12V	$75
AC Adaptor	$80
Li-ion Internal Battery	$185
Port Replicator	$125

CHEM BOOK 2700

Harddrives/PCMCIA cards

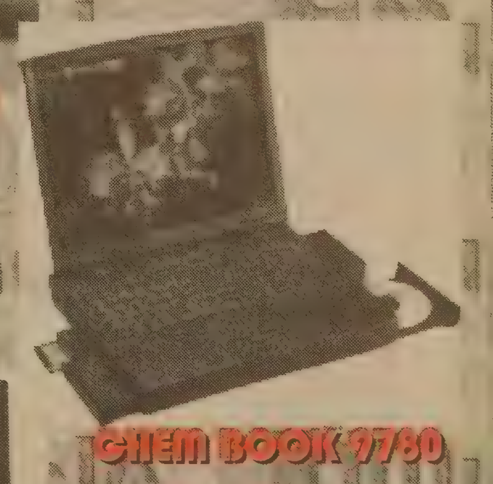
1.4/2.1GB Slim HD	$185/205
3.0/4.0GB Slim HD	$300/510
5.0GB 2.5" 19mm HD	$645
33.6K/56K modem	$89/135
Ethernet NE2000 Comb	$80

CHEM 9780 NoteBook Options

16/32MB SDRAM	$80/140
64/128MB SDRAM	$285/$550
Int. VoiceFaxModem 56K	$150
Li-Ion 2nd Battery	$185
Docking Station	$449
Port Duplicator	$175

CHEMBOOK 9780 ■ CPU upto [illegible]233MMX ■ 430TX Chipset ■ Active Screen 12.1"/14.1" w/512k Cache ■ Upto 128MB SDRAM ■ Removable 1.44FD ■ [illegible] CDROM ■ 4MB EDO VRAM ■ Li-ion Battery ■ 3D Surround Stereo Sound ■ Video In/Out ■ USB/IS/IP ■ Infrared port ...

(3.0/4.0/5.0GB HD)	Active Matrix 12.1"	Active Matrix 14.1"
■ P5-166Mhz MMX+32MB	$1860/$2040/$2170	$2437/$2618/$2746
■ P5-200Mhz MMX+32MB	$1882/$2062/$2191	$2459/$2639/$2768
■ P5-233Mhz MMX+32MB	$1946/$2126/$2254	$2523/$2703/$2832


CHEM BOOK 9780

CHEM 7000 NoteBook Options

16/32MB SDRAM	$80/140
64/128MB SDRAM	$285/$550

See WWW.CHEMUSA.COM for details

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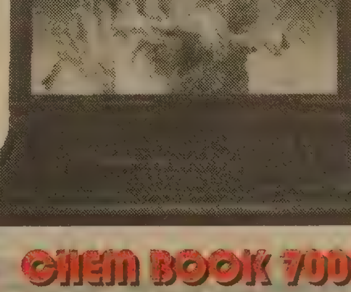
CHEMBOOK 7000 ■ P5 MMX ■ TX-Chipset ■ Active 15.1" 1kx768 ■ 32MB SDRAM ■ 512K L2 Cache ■ 1.44FD ■ 20X CDROM ■ 2MB EDO Video ■ TouchPad ■ 3D Stereo Sound ■ RCA Jack ■ USB,IS/IP ports ■ Li-ion Battery...

Active Matrix 15.1"	(2.1/3.0/4.0GB)
■Pentium-166MMX	$2561/$2643/$2824
■Pentium-200MMX	$2583/$2665/$2845
■Pentium-233MMX	$2647/$2729/$2909



CHEM BOOK 7000

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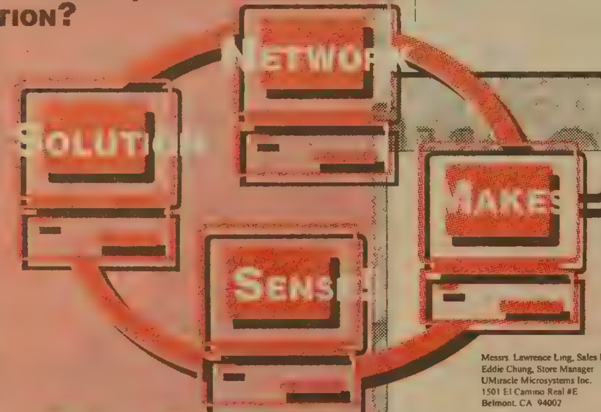
EXPERTISE TECHNICAL SUPPORT
MAINTAINENCE CONTRACT

MIS GUYS, WE KNOW YOU ARE TIRED! YOUR COMPANY DEPENDS ON YOUR NETWORK AND YOUR NETWORK DEPENDS ON YOU! YOU ARE PAYING YOUR CONSULTANT TO EXPERIMENT WITH YOUR HARDWARE! YOUR HARDWARE PROVIDER IS CLAIMING YOUR PROBLEM IS SOFTWARE RELATED BUT YOUR SOFTWARE VENDOR SAYS IT IS NOT! AND YOUR BOSS IS PULLING YOUR HAIR!

YOU THOUGHT IT WAS EASY? WISH YOU HAVE KNOWN THE COMPATIBILITY PROBLEM FOR YOUR NON-RETURNABLE PURCHASE? WISH YOUR CONSULTANT HAVE KNOWN IT ALL?

DON'T YOU KNOW CONSULTANTS COME TO UMIRACLE WHEN THEY NEED HELP? DON'T YOU KNOW YOU CAN SAVE MONEY BY SKIPPING YOUR VAR? DON'T YOU KNOW YOU CAN SIT BACK AND RELAX IF UMIRACLE PROVIDES YOU A COMPLETE, HASSLE-FREE VERTICAL SOLUTION?



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TECHNOLOGY TREND:

There isn't going to be a 366MHz PII. The next PII will ship around April 98, and will be rated for 350MHz using a 100MHz bus speed. It is scheduled to be officially released at the same time that the Intel 440BX chipset (which will officially support PII processors at 100MHz). After that the 400MHz version of the PII should follow shortly. We will monitor the official release dates of these newest technologies and bring you the latest ASAP!

10 + ONE NETWORK SOLUTION

- TEN ASUS TX97 AMD-K6 200MHz WorkStations w/Licensed Windows 95
- ONE ASUS P2L97 Pentium II 266MHz AGP File Server w/25 User Licensed NT4.0 Server
  (See Previous Pages for Workstations and Server Configuration Details)
- ELEVEN Intel EtherExpress 100BaseT PCI Network Interface Adapters Installed
- HP LaserJet 4000N Printer w/10BaseT Connection to Server
- 3COM 3C250B-TX 12-Port SuperStackII 100BaseT Stackable Hub
- APC Smart-UPS 420Net Un-interruptable Power Supply w/ Setup
- Up to 1100' Catalog5 100BaseT UTP Cabling (InWall w/ Plates - 11 Nodes)
- OnSite Windows NT WorkGroup Network Resources and Printer Setup

Recommended Options:
- Internet Access + EMail Solution
- Disaster Recovery Backup Solution
- Fax Server Solution
- Network User + Administrator Training
- 3 Month 24-Hour Response Service Maintainence Contract

$15983

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PER MONTH 48 MONTHS

20 + ONE NETWORK SOLUTION

- TWENTY Intel Anchorage w/Audio Pentium 200MMX WorkStations w/Licensed Windows 95
- ONE Intel Dakota DK440LX Pentium II File Server w/ Single 266MHz CPU
  w/25 User Licensed NT4.0 Server
  with Dual 100BaseT PCI NICs each connected to 100BaseT hub for double thoroughput
  (See Previous Pages for Workstations and Server Configuration Details)
- TWENTY-TWO Intel EtherExpress 100BaseT PCL Network Interface Adapters Installed
- HP LaserJet 4000N Printer w/10BaseT Connection to Server
- TWO - 3COM 3C250B-TX 12-Port SuperStackII 100BaseT Stackable Hubs
- APC Smart-UPS 620Net Un-interruptable Power Supply w/ Setup
- Up to 2100' Cat5 100BaseT UTP Cabling (InWall w/ Plates - 21 Nodes)
- OnSite Windows NT WorkGroup Network Printer and Resources Setup

Recommended Options:
- Internet Access + EMail Solution
- Disaster Recovery Backup Solution
- Fax Server Solution
- Network User + Administrator Training
- 6 Month 24-Hour Response Service Maintainence Contract

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40 + ONE NETWORK SOLUTION

- FORTY Intel Anchorage w/Audio Pentium 233MMX WorkStations w/Licensed Windows 95
- One Intel R440LX Server Dual Pentium II 300MHz File Server w/45 User Licensed NT4.0 Server
  (See Previous Pages for Workstations and Server Configuration Details)
- FORTY Intel EtherExpress 100BaseT PCI Network Interface Adapters Installed
- ONE HP LaserJet 5SiMX 100Kpage Monthly DutyCycle •Network Printer
- FOUR 3COM 3C250B-TX 12-Port SuperStackII 100BaseT Stackable Hubs
- APC Smart-UPS 1000Net Un-interruptable Power Supply w/ Setup
- Up to 4100' Catalog5 100BaseT UTP Cabling
  (InWall w/ Plates - 41 Nodes plus Wiring Rack)
- OnSite Windows NT WorkGroup Network Printer & Resources Setup

Recommended Options:
- Internet Access + EMail Solution
- Disaster Recovery Backup Solution
- Fax Server Solution
- Network User + Administrator Training
- 12 Month 24-Hour Response Service Maintainence Contract

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A-BIT TX-5N 512K TX Pentium/AMD K5/K6 DIMM+SIMM supported, onbrd PCI-IDE, I/O, FD, AT Form	$88
A-BIT AX-5, same as above but in ATX Form and jumperless	$95
A-BIT LX-6 Pentium II Jumperless 440LX Motherboard, 168Pin DIMM, 1AGP +4 PCI+3 ISA slots, onbrd UIDE, I/O, FD, USB, Soft-Menu, ATX Form	$135
ASUS TX97 430TX Chipset, 512K, Pentium/AMD CPUs, 4 PCI+4 ISA, 168Pin DIMMx3, onbrd UIDE, I/O, AT form factor	$130
ASUS TX97-E same as TX97, plus 168Pin DIMMx2+72PinSIMMx4 support	$135
ASUS TX97-X same as TX97, plus CreativeLabs Audio, ATX form factor	$160
ASUS TX97-XE same as TX97-X, plus 168Pin DIMMx2+72PinSIMMx4 supt	$165
ASUS P2L97 Intel Pentium II motherboard - 233-333Mhz support, 440LX AGPset, 5 PCI/2 ISA/1 AGP slots, DIMM, Onbrd I/O, UltraDMA PCI IDE, ATX format	$160
ASUS P2L97-S same as P2L97, plus onbrd Adaptec 7880 U-Wide SCSI	$235
ASUS P2L97-DS same as P2L97, plus onbrd Adaptec 7880 U-Wide SCSI and Dual Pentium II CPU support	$389
Intel Anchorge AN430TX Pentium MMX motherboard - Yamaha OPL4 Audio, 512K, 430TX chpset, onbrd IDE, I/O, PS/2 + USBs, DIMM, ATX	$155
Intel Providence Dual P.Pro - onbrd 2940UW,100BT,Audio,IDE+I/O	$275
Intel Atlanta AL440LX Pentium II Motherboard - 233Mhz & above CPU support, 440LX AGPset, Yamaha OPL4 Audio,3 PCI/2 ISA/1 AGP slots, DIMM, I/O, UltraDMA PCI IDE, ATX format	$175
Intel Dakota DK440LX Dual Pentium II Motherboard - 233Mhz & above Dual CPU support, 440LX AGPset,4 DIMM slots,Onbrd I/O,UltraDMA PCI IDE,onbrd Intel Pro100BT Ethernet and Adaptec 7895 Dual SCSI w/ RAIDport	$525
Intel R440LX Server Platform Pentium II Motherboard - Dual PII CPU support, 4 DIMM (ECC 72Bit SDRAM) slots, Onbrd I/O, UltraDMA PCI IDE, onbrd Intel Pro 100BT Ethernet, Adaptec 7880 UW SCSI port, Cirrus Logic 5446 1MB onbrd VGA, Hardware Server Mgmt, and LANDesk Server Manager Software for NT and Netware	$545

CPU & Memory: (Prices Subject to Change without notice)

Intel Pentium® II processor 233MHz/266MHz/300/333MHz 512K Cache	$Call
Intel Pentium® Pro processor 256K/512K 180/200Mhz	$Call
Pentium® 166/200/233MHz/MMX CPU	$Call
AMD K5/K6/Cyrix®6x86MX CPU	$Call
72Pin SIMM /168Pin DIMM/SDRAM/EDO/ECC/EEPROM	$Call

I/O Card/Controller Card:

Adaptec 2940U Ultra SCSI/2940UW SCSI Controller	$145/$175
Adaptec NEW 2940U2W Ultra2 SCSI PCI Controller	$410
Adaptec AAA-131/AAA-133 RAID 5 Ultra-Wide SCSI-2 Multi-Channel Host Adaptor w/1MB Cache onbrd	$419/$619
Diamond Fireport 40 UW-SCSI PCI Controller Single/Dual Channel	$160/260
External SCSI Cables/Terminator Centronic/Mini/UltraDensity 50/68Pin	$Call

Network Card:

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3COM Etherlink III 3C509B Combo	$65
3COM Etherlink XL 3C900 Parallel-Tasking PCI Combo	$75
3COM Fast Etherlink XL 3C905-TX Parallel-Tasking 100BT PCI	$65

Video Card:

Trident 9685 Windows Accelerator PCI 2MB	$35
Trident 9750 3D Windows Accelerator AGP 4MB SGRAM	$59
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ATI Xpert@Play OEM - PCI 4MB/8MB AGP 4MB/8MB	$140/185/157/195
ATI 4MB memory upgrade for All-In-Wonder/@Work,@Play	$40
Matrox MGA Millennium II WRAM PCI 4MB/8MB	$149/$206
Matrox MGA Millennium II WRAM AGP 4MB/8MB	$151/$208
Memory module for Millennium II 4MB/8MB/12MB	$85/$170/$235
Matrox MGA Mystique 220 2MB/4MB SGRAM OEM	$95/155
Diamond Stealth 3D 2000 Pro PCI 2MB/4MB EDO DRAM	$50/$69
Diamond Stealth 3D 4000 AGP 2MB/4MB SGRAM	$65/$79
Diamond VIPER V330 PCI/AGP 4MB SGRAM	$155
Diamond FIRE GL1000 Pro 4/8MB, 2/3DLabs Permedia2 Chpst	$145/$180

Monitor:

14" ShamRock 1Kx768NIx0.28DP Digital Control Pwr-Saving Monitor	$132
15"/17" ShamRock 1280x1KNIx0.28DP Monitor	$179/$325
Hitachi NSA SuperScan Pro CM-500U 15" .28DP, 1280x1024	$289
Hitachi NSA SuperScan Pro CM-620U 17" .28DP, 1280x1024	$495
Hitachi NSA SuperScan Elite CM-630U 17" .22DP, 1600x1280x69Hz	$615
Hitachi NSA SuperScan Pro CM-751U 19" .22DP, 1600x1200@75Hz	$844
Hitachi NSA SuperScan Supreme CM-752U 19" .22DP, 1.6kx1.2k@80Hz	$1000
Hitachi NSA SuperScan Pro 800 21" .22DP, 1600x1200x75Hz	$1200
Hitachi NSA SuperScan Elite 802/802Plus 21" .22DP, 1600x1280	$1199/$1350
Hitachi NSA SuperScan Supreme 803 21" .22DP, 1800x1440 77Hz	$1530
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IIYAMA VisionMaster-Pro 17 MT-9017E 17" Diamondtron Tube	$605
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IIYAMA VisionMaster-Pro 21 MT-9021E 21", Diamondtron	$1085
IIYAMA VisionMaster-Pro 500 MT-9221 21", Diamondtron	$1275
Sony 15"-100ES/100GS 17"-200ES/200GS/200PS 19"-400PS 21"-500PS	$315/$360/$595/$655/$810/$1150/$1665
Viewsonic E641/E655/15GA/15GS/17EA/17GA/17PS/PT770/PT775/GT770/G800/G810/PT813/G810/GT800/29GA/P810/P815/etc	$Call
NEC A500/E500/A700/E700	$263/$330/$465/$655
Mitsubishi, Nokia, Others	$Call

Modem:

SupraExpress 33.6K Voice Fax internal PnP	$59
SupraExpress 56K V.90 internal PnP Fax Voice	$93
USR Sportster 33.6K Faxmodem Internal/External	$79/$97
USR Sportster 56K Faxmodem Internal/External	$133/$151
USR Sportster 56K Voice Faxmodem Internal/External	$153/$168
USR Sportster 56K V.90 Voice Faxmodem w/Spkfone Extrnl USB ready	$Call

Floppy Drive/Tape Backup:

Floppy Drive 1.44M 3.5"/Teac 1.2M 5.25"/1.44M 3.5"	$20/$45/23
Colorado 3.2GB T-3000 off floppy Travan w/Win95 Sftwre, w/tape	$155
Colorado HP T4i 8GB, 62MB/min, SCSI-2, Travan TR-4, Int., w/tape	$355
Colorado HP 5GB, IDE, 648K/s 55MB/min, 2.5Gb native/5GB compressed, Travan TR-4, int. w/tape	$199
Colorado HP 5GB Travan Tape 1pack/2pack/5pack	$26/$50/$120
A:Drive LS-120MB Super FDrive 5X1.44FD spd, read/write 1.44MB	$120
Iomega ZIP Drive 100MB w/disk ATAPI IDE -Internal	$85
Iomega ZIP Drive 100MB w/disk SCSI-Internal/External	$115/$130
Iomega ZIP Disks single/three/six/ten pack	$17/$41/$75/$110
Iomega Jaz 1GB w/disk SCSI-Internal/External	$258/$270
Iomega Jaz 1GB Disks single/three pack	$112/$266
Iomega Jaz 2GB w/disk SCSI-Internal/External	$490/$515
Iomega Jaz 2GB Disks single/three pack	$146/$385
Tape Cartridge (1/2/5pack) TR1/3/4	($24/46/112)($31/60/149)($35/68/167)
4mm DAT tape DDS1-90M/DDS2-120M/DDS3-125M	$6/$12/$24

KeyBoard/Mice:

Mitsumi/KeyTronic104 Enhanced Win95 Keyboard	$12/$21
Focus 2001 104 Win95 Key Enhanced Click w/Cover	$33
Natural Keyboard SK-6000 Win95 Key Enhanced / with Touch Pad	$30/$49
MicroSoft Natural ELITE USB ready Keyboard V2.0 for Win95/NT	$53
MicroSoft Intellimouse with Wheel Serial/PS2 (with System ONLY)	$25
Logitech FirstMousePlus with Wheel Serial/PS2	$18
Logitech MousemanPlus 4 Button with Thumb+Wheel Serial/PS2	$52
Logitech Cordless MousemanPro Serial/PS2	$52
Logitech Trackman Marble/Trackman Marble FX Serial/PS2	$68/$84

Software:

MS DOS 6.22/Windows V3.11/WFWG V3.11(w/System)	$45/55/75
MS Windows 95 CD OSR2.5 /NT V4.0 Workstation w/IE4(w/System)	$90/$180
MS Windows NT V4.0 Server with 5 User/25User License OEM	$650/1350
MS BackOffice Small Business Server 4.0 with 5 Access License OEM	$1280
MS Office 97 Small Business Ed./Professional Ed.	$199/$550
MS HomeEssential 98 - Word97/Works 97/Money98/Encarta98 Encycopedia Std/Greeting Workshop/InternetExplorer3.02	$95

Chassis/PowerSupply/Misc:

GigiStar Series Full Tower 250W AT/ATX	$79/$89
GigiStar Series Medium Tower 250W AT/ATX	$60/$70
GigiStar Series Mini Tower/DeskTop AT 230W	$40/$45
Server Enclosure KS-1400 w/ Dual Redundant Hot-Swappable 300Wx2 PowerSupply, Full-size AT, Baby AT, oversize AT based boards,14-5.25" drive bays, Twelve slots, "snap-in" drive rails, 8 cooling fans, Dims: (DxWxH) 20.5"x16.25"x23.75"	$910
RAID Drive Enclosure KS-1000 w/ Dual Redundant Hot-Swappable 300Wx2 PS, 10 Half-Height 5.25" or 5 Full hright 5.25" Front Access Drive Bays, 2 Blow-out Fans, Heavy-Duty All-Steel construction, Dims: 19.5" x 10" x 24" (DxWxH)	$699
Kingston DataSilo Steel 9-Bay Tower- world's most rugged & reliable harddrive enclosure, 9 half-height, 300W load sharing hot swappable Power supplies(2), hot-swappable fans, with UWide SCSI connections(mf#DS500-S9TW)	$1189
Kingston DataExpress Steel Enclosures for half-height bays for DataSilo Enclosure (mf#DE100I-SW)	$159
Deluxe External SCSI Case w/Terminator+SCSI Cable+P/S+Fan 3.5" Half Height/5.25" Half Height	$60/$90
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Power Supply PS2 Type 230W/250W/300W	$28/$35/$85
Power Supply ATX Type 235W/250W/300W	$55/$40/$85
486/P5/P6 CPU Cooling Ball-Bearing Fan w/heat sink	$6/$10/$18
Chassis Second Cooling Fan 3" or 3.5"	$10
Printer Cable 6"/10"/15"/25"	$5/7/10/16

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Toshiba XM-6102B 24X Speed Internal ATAPI IDE CD ROM	$68
Toshiba XM-6202B 32X Speed Internal ATAPI IDE CD ROM	$78
Mitsumi 24X VariableSpeed Internal ATAPI IDE CD-ROM	$65
Mitsumi 32X VariableSpeed Internal ATAPI IDE CD-ROM	$75
Toshiba XM-5701 12X Speed Internal SCSI CD ROM	$85
Toshiba XM-6201B 32X Speed Internal SCSI CD ROM	$99
Plextor UltraPlex 14/32XSpeed, 2100-4800Kb/sec, Fast SCSI2, 95ms seek, 512K Buffer, SCAM, w/Tray, PX-32TSI internal	$189
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Yamaha 3D Stereo Sound Card w/ Wavetable, Full Duplex, 16Bit	$20
Sound Blaster 16 PnP OEM	$39
Sound Blaster AWE64 PnP Value OEM	$70
Sound Blaster AWE64 GOLD PnP w/ IDE interface Retail	$169

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Maxtor - DiamondMax 2160

3.2GB ULTRA DMA IDE 83240D3 <9.7ms, 33.3Mb/s 256KB, 5200RPM	$162
4.3GB ULTRA DMA IDE 84320D4 <9.7ms, 33.3Mb/s 256KB, 5200RPM	$185
6.4GB ULTRA DMA IDE 86480D6 <9.7ms, 33.3Mb/s 256KB, 5200RPM	$248
8.4GB ULTRA DMA IDE 88400D8 <9.7ms, 33.3Mb/s 256KB, 5200RPM	$330

Western Digital - Caviar

3.2GB IDE WDAC23200 - UltraDMA 33.3Mb/s 256KB 9.5ms 5400RPM	$170
4.3GB IDE WDAC24300 - UltraDMA 33.3Mb/s 256KB 9.5ms 5400RPM	$197
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3.2GB FireBall SE33200A EIDE UltraDMA 9.5ms, 5400RPM	$178
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8.4GB FireBall SE38400A EIDE UltraDMA 9.5ms, 5400RPM	$339
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8.4GB FireBall SE38400S Ultra-SCSI 9.5ms, 5400RPM	$489

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4.55GB Barracuda 4XL ST34572W UWide SCSI-2 68pin 7200RPM, 512K	$550
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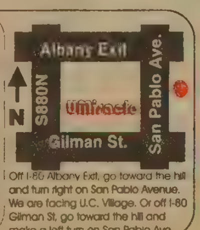

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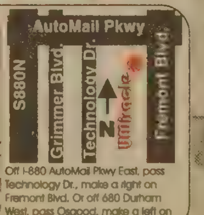

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- Adaptec Ultra-Wide SCSI controller
- Teac 1.44MB FDD
- Matrox Millenium-II SVGA card, 8MB WRAM, AGP, up to 16MB
- Toshiba 24X IDE CD ROM Drive
- Creative Lab Sound Blaster AWE 64 stereo 3D sound card w/170 Watt speakers.
- Diamond Supra 56K internal Fax Modem w/voice
- (2)USB ports; (2) 16550 UART/FIFO serial ports; (1) ECP/EPP parallel port; (1) PS/2 keyboard and mouse connectors
- Keytronics 104 Key keyboard for Windows®95
- Microsoft PS/2 Mouse
- MS Windows NT 4.0 user loaded
- Lotus Smart Suite loaded, including Lotus 123, Word Pro, Freelance Graphics, Approach, Organizer, and Screen Cam
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Yes NetWare NT

PAULUS

Windows CE 2.0

continued from page 88

price of around $700, the Mobilon is priced more than twice as high as the Palm Pilot, though still less than a laptop. The color HC-4500, which I saw at COMDEX but which is rather difficult to obtain, sells for around $1000, as expensive as an entry-level Pentium laptop.

The Mobilon looks and feels much like most other Windows CE machines—a little slab a bit smaller than a paperback book, weighing a bit over a pound, with a tiny calculator keyboard. These new devices, however, sport a 640 by 240 pixel screen; wide enough to do full-width word processing, 12MB of RAM standard (originally they were to have 8MB, but they ship now with extra RAM).

Hardware-wise, the Mobilon's standout features include a built-in low-power 33kbps modem (driven by a DSP chip, it doesn't drain as much power as a conventional modem) and a microphone which can be used to take voice notes even when the unit is closed.

Continuous Improvement

At first glance, a Windows CE 2.0 machine looks and feels much like a Windows CE 1.0 machine. As with CE 1.0, the desktop consists of icons and a taskbar at the bottom of the screen; as with CE 1.0, when you use most applications they take up the whole screen. In addition to Pocket Word, Pocket Excel, Pocket Internet Explorer, Email, and the usual schedule and phone book applications, the Sharp Mobilon version of CE 2.0 adds Pocket PowerPoint and a voice recording application. The basic operation of the applications is also much the same as before.

> For most people, the most noticeable 2.0 enhancement will be the addition of support for full-color displays. While this may sound frivolous, the effect is quite dramatic in practice.

However, there are a lot of major and minor enhancements under the hood. The most noticeable for most people will be the addition of support for full-color displays. While this may sound frivolous, the effect is quite dramatic in practice. Not only will the new color units like the color Sharp Mobilon give you prettier-looking user interfaces, they will let you view and even edit your digital photographs in color, as well as email them to your friends, right through the built-in modem.

The display on the color Mobilon is striking and impressive; with the backlight on it feeling just like a small color laptop. But more importantly, even with the backlight off, the display is much clearer and more readable than that of the monochrome Mobilon (or pretty much every other monochrome touch-screen display I have seen or used). The visibility of the color display makes the unit a pleasure to use in any lighting conditions.

The main drawback to all this prettiness is a big decrease in battery life; down from twenty hours or so of expected life in the monochrome version to only three or four hours with the color for two AA batteries (and I have found the twenty hour estimate even a bit

continued on page 208

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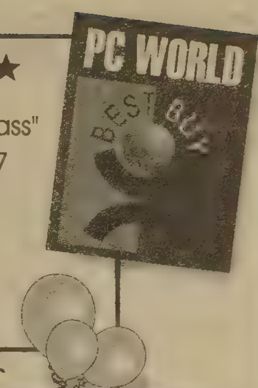

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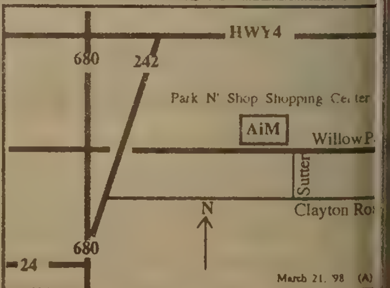

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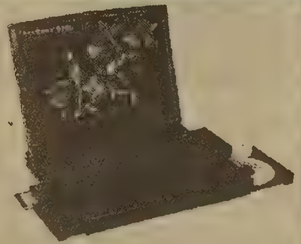

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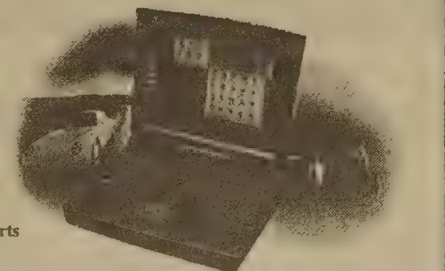

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*Creative Labs Encore DVD DXR2
2nd Generation DVD Player $339
*Coming Soon MONSTER 3D II
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B Ultra/DMA Hard Drive	$169
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B Ultra/DMA Hard Drive	$269
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Network Etc.

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- PRINTER SWITCH BOX 4-1
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AMD K6 233(box version)	$175*
Cyrix M2 200/233	$125/95*
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Intel Pentium 200MMX	$145*
Intel Pentium 233MMX	$215*
Intel Pentium II 233 512K	$285*
Intel Pentium II 266 512K	$389*
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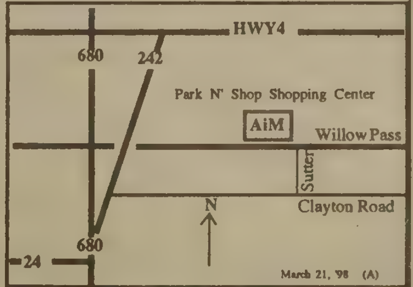

March 21, '98 (A)

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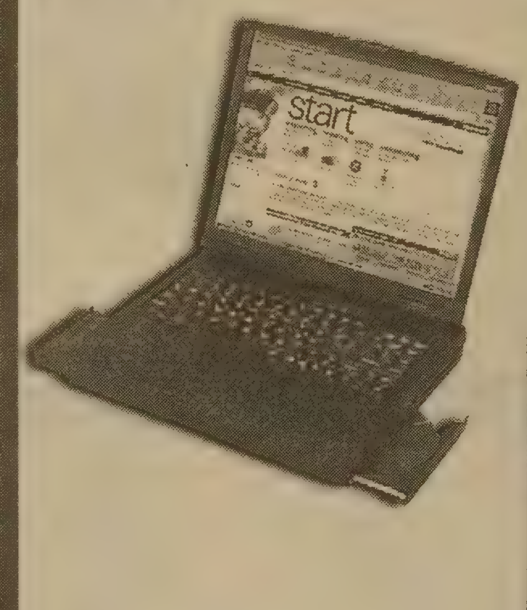

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Upgrade to 32MB	+75
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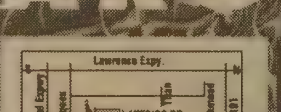

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- Teac 1.44MB Floppy Drive
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4MB WRAM PCI	165
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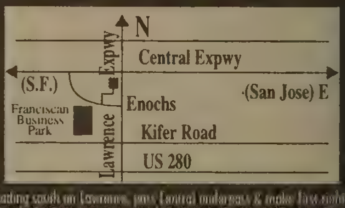

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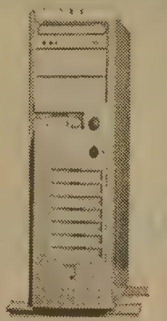

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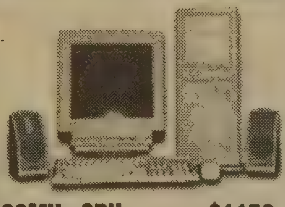

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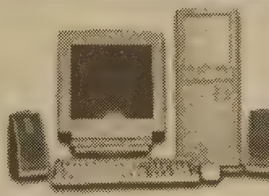

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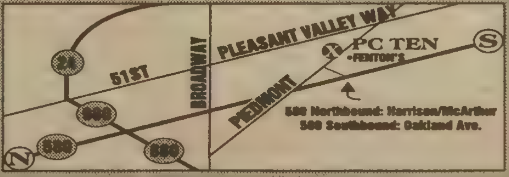

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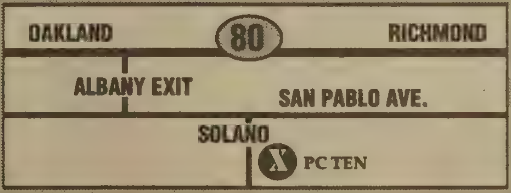

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Millenium II PCI 4MB/8MP	150/200
Millenium II AGP 4MB/8M	159/209
Mystique 220 4MB oem	103
❖NUMBER NINE	
Revolution 3D AGP 4MB oem	175
Revolution 3D AGP 8MB oem	206
❖ATI	
3D ProturboPC2TV 4MB/8MB	118/159
All-In-WonderProAGP 4MB/8MB	205/260
XPERT@PLAY AGP 4MB/8MB	160/186
XPERT@WORK AGP 4MB/8MB	130/165

MONITORS

❖NANAO	
EIZO FX-B5/TX-C7	468/808
TX-D7S(20")	1525
EIZO FX-C5/FX-C6	654/735
FX-E7 / FX-E8	1525/2039
❖NEC	
P750(17".25dp)/M700	756/730
E500/E700/M500	336/642/359
E1100(21")/P1150(21")	1058/1180
❖MAG	
DJ800(19") / DX715T	754/597
DJ530 / DJ700	252/483
DX15T / DX700T (.25DP)	305/519
DJ920(21") / DJ702E	1148/462
Princeton EO 50 / EO70	236/400
Princeton EO 90 (19" .26)	692
❖SONY	
100ES/100GS/17SE2T	320/359/825
200GS/200ES/200PS	645/584/783
20SE2T/300SFT (20")	1465/1119
400PS(19")/500PS (21")	1110/1630
❖HITACHI	
CM500U/CM620	275/480
CM800 (21")/CM-630	1195/600
CM-751 / CM802	820/1211
❖VIEWSONIC	
E641 (14") /PT775	176/648
P815(21")/ E655	1230/248
15GS/15GA	293/314
17GA/G771	504/441
G773 / P775	455/544
P810/E771	1090/391
G800 / G810	985/986
G790/GT775	780/571
PT770/PT 813	597/1240
❖NOKIA	
447ZA 27"/447XI	509/596
445XI (21") /446Pro	1306/920
❖IIYAMA	
MT-9017E/MF-8617E	605/515
❖MGC	
NI 14" Monitor 0.28	144
NI 15" .28 Digital Control	184
NI 17" Monitor 0.28	335
NI 1785 1600X1200 0.26	430
❖COLORADO	
T-3000 3.2GB/T4000 8GB	167/345
Iomega Zip 100 IDE Int. bulk	99
Iomega Zip 100 Parrallel	142
Iomega Jazz 1.0GB SCSI Int.	285
Iomega Jazz 1.0GB SCSI Ext	368
HP DAT 4-8GB oem	725
❖TEAC	
Floppy Drive 1.44	22

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4.3 GB EIDE(M3043AT/UD)	192
5.2 GB EIDE(M3052AT/UD)	213
6.4 GB EIDE(M3264AT/UD)	242
❖QUANTUM	
3.2 GB EIDE(ST33200SE-A)	187
4.3 GB EIDE(ST34300SE-A)	199
6.4 GB EIDE(ST36400SE-A)	260
8.4 GB EIDE(ST38400SE-A)	330
2.1 GB UL SCSI(ST32100SE)	210
4.3 GB UL SCSI(ST34300SE)	277
6.4 GB UL SCSI(ST6400SE-S)	360
8.4 GB UL SCSI(ST8400SE-S)	460
❖WESTERN DIGITAL	
3.2 GB EIDE(AC23200)	173
4.3 GB EIDE(AC34300)	198
6.4 GB EIDE(AC36400)	263
4.3GB UW SCSI (E4360-007)	485
9.1GB UW SCSI (WDE9100W)	725
❖SEAGATE	
2.2GB UW SCSI (ST32272W)	330
4.5GB UW SCSI (ST34572W)	490
9.0GB UW SCSI (ST19171W)	725
❖MAXTOR	
5.2 GB ULTRA DMA	234
6.4GB ULTRA DMA	255
8.4GB ULTRA DMA	320
❖IBM	
2.1GB UW SCSI (AS32160W)	200
4.3GB UW SCSI (AS34330W)	280

CONTROLLERS

❖ADAPTEC	
Adap. PCI 2940AU OEM w/SW	157
Adap. PCI 2940UWw/SWOEM	176

CASES

Baby AT Case w/ 230W	39
Mini Tower case w/230W	30
Medium Tower case 230W	48
ATX Desktop case	65
ATX Medium case	67
ATX Full Tower case w/300W	109

SOFTWARE

MS Win NT 4.0 WS w/sys	145
MS Win NT 4.0 Server w/sys	450
Office Pro 97 no manual w/sys	150
Office Pro 97 w/manual w/sys	195

MICE

MS mouse serial/bus w/sys	23/48
MS IntelliMouse w/sys	23
Logitech Mouseman/Trackman	23/40
Logitech Marble Trackman	50

That was then, this is now: ENIAC, the first mainframe (inset). Beyond Software CEO Brian Reaves with a considerably more compact example of today's mainframe technology, Commercial Data Servers' CDS/2000, a P/390-class enterprise server.

U.S. ARMY PHOTO

BIG IRON MEETS THE WEB

BEYOND SOFTWARE PUTS A NEW FACE ON THE MAINFRAME

Back in the days when *MicroTimes* was a new publication, the computing world was stratified into mainframes, minicomputers, and the relatively new microcomputers, all of which communicated with each other rarely and with great difficulty. ✤ Today, given that a 1998 low-cost desktop model far exceeds the computing power of past multimillion-dollar mainframes, and that the advent of client/server architecture and LAN-based systems has increased options for getting work done, those distinctions are increasingly blurred. ✤ Further, since the somewhat unplanned discovery that Web browsers made an awfully good interface to all kinds of data on all kinds of computers, there's been a proliferation of intranets (an IP-based approach to internal networking) and extranets (IP-based sharing of data with one's business partners), in addition to ubiquitous Internet access. This, in turn, has driven a migration to Internet-based open standards that's had proprietary systems vendors in the desktop world (e.g. Lotus and Novell) scrambling to adapt. ✤ A similar scramble is occurring in the world of the large enterprise, where the MIS department is not only grappling with Year 2000 problems but with the new challenge of making its mainframe-based data accessible in a Web environment. Offering solutions to this problem is San Jose-based Beyond Software (*www.beyond-software.com*). In a white paper located on its Web site, Beyond cites a recent study by the Meta Group, saying that despite the recent inroads of client/server architecture, 60–80% of all corporate data currently resides on mainframes, and suggests that leaving it there might be more cost-effective than migrating it to a new environment. ✤ We recently visited with Beyond's CEO and co-founder Brian Reaves, who offered some insight into the problems facing corporate computing, and some of the possible solutions.

In our part of the computing world, there's a boom in UNIX and NT-based client-server architecture, there's a boom in bigger and bigger networks, and there's a lot of talk that the mainframe is dead.

However, this seems like an oversimplification, driven by the dubious assumption that mainframe computing has stood still for two decades while Moore's Law was merrily doing its work in microcomputing.

Right.

The computing dynamics of mainframe computing in general have changed; you're correct in that mainframe computing did not stand still.

In the old days, one mainframe that had very little computing power would fill this room and a couple of others. There were a lot of aspects of mainframe computing that were very expensive—the water cooler, the space that was required to keep it—and if you wanted to add some more computing power you rolled in another room-sized mainframe.

IBM as the leader, and now Amdahl and Hitachi and all the other mainframe manufacturers out there, have come away from those types of environmental dynamics, if you will, and moved toward chip-based architecture. CMOS technology is like PC technology—there are wafers and there are chips, and the cost of mainframe computing has been tremendously reduced due to that fact.

Now you have mainframes that are the size of refrigerators, but have more computing power than thousands, if not tens of

BY MARY EISENHART ✤ PHOTOS: TUSTIN ELLISON thousands, of PCs. IBM has really changed the dynamics of the cost of computing, and mainframes did not stand still.

The beauty of it is that things like scalability and manageability and the ability to connect tens of thousands of users are still with the mainframe. That's why users are retrenching, I believe, to centralized computing, because they totally underestimated the importance of those features of mainframe computing. They're asking "How much is client/server really costing me to scale to 10,000 users?"

BEYOND SOFTWARE

Hardware costs aren't that much of a difference, but people costs are very expensive. In client/server, for every hundred people, or every thousand people, you get a system administrator. There can be 10,000 or 100,000 users, and two or three people in a mainframe shop can take care of them. That's where the balance is starting to tip in favor of mainframe computing.

We don't come from an anti-LAN environment. We're very pro-mainframe because it has capabilities that we believe are very important to corporate America.

What about software costs? With client/server and networks you have to acquire a lot of software licenses, for example. You've got support problems with people downloading screen savers off the net and messing up their applications.

IBM's been very successful in pushing this model on all of us: you have one software license based on the size of your mainframe that can handle tens of thousands of users. As you've said, in a LAN- or micro-based environment, it's per-user. You get these per-user costs; you get 100 users, and you have to buy another license for another 100 people.

When you start looking at the cost of computing, for a system that has over 500 users, we're looking at about $4000 per user per year if you look at all the costs for a micro environment or a LAN environment; for a mainframe that's somewhere around $1300 or $1400.

You can start to do the numbers, and the LAN environment gives you exponential growth in cost, and the mainframe environment sort of levels out—the more users, the lower that cost tends to go.

What are those users using for terminals? Is this where Network Computers come in?

The beauty of it is, they can use PCs. They're using the same terminals as a LAN or server-based solution would. People have PCs on their desktops, but they're connected to the mainframe. The old way was via SNA, or some other proprietary way, but the new way is through TCP/IP. Which is the same way that the LAN is being connected—they've changed their paradigm as well.

So you can have a PC on your desktop, or you can have a Network Computer. They're starting to replace dumb terminals, which were these sort of hard-wired terminals that didn't have many capabilities and got a lot of their brains, if you will, from the mainframe.

Now you have the ability, with a Network Computer, to download all this information from the mainframe—it could be a network server as well—bringing the information to the Network Computer to do things locally, then send it back to the mainframe. All the computing paradigms still exist with the mainframe; it's just a very large server.

In fact, I don't think IBM uses the word "mainframe" internally any more. They use "large server," because it's a large server and has capabilities other servers don't have.

Considering that most of the people reading this story will not be coming from the mainframe world—at what point should you be considering client/server vs. mainframe, and what trade offs should you be looking at?

I think it's not an either/or, it's an and. The logical thing to do is to look at your entire computing environment and answer the question, application by application: for this application, for the number of people who access it and for what this application does, where should it reside?

Especially in the Global 2000, you're going to have some applications that make the most sense to remain on the mainframe; it is going to make sense to move some of those mainframe applications to a client/server architecture. But the beauty of it is that if the Web browser is your common interface, nobody will know where it resides.

That's really where we want to get to, where anybody can point and click, and they get the answer from the best place they could have gotten that answer. That's what this Web technology allows—it's the great equalizer.

If I've got 20,000 users, 10,000 concurrent, that should probably be a mainframe system. Why should I scale 100 to 200 UNIX servers with all the people to do that? But, if there is some technology where it makes sense, like Peoplesoft or SAP, where you really have committed to that and know why you need to be there, that's a LAN-based solution.

If I use a browser as a front end to all of this, my end-users won't care, nor should they care. They only gripe at you when they know there's a difference. But when they point and click and get an answer, nobody says, "That's terrible that it worked so well!"

Beyond Software has solutions that allow the mainframe to be a full and equal partner. The mainframe, which is a large server, is

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ThinkPad 380ED	Pent-™/166MMX	16MB	3.0GB+8-20X	12.1 Active	$2675.
ThinkPad 380ED	Pent-™/166MMX	16MB	5.1GB+8-20X	12.1 Active	$2867.
ThinkPad 560E	Pent-™/166MMX	16MB	2.1GB	12.1 Active	$3536.
ThinkPad 560X	Pent-™/233MMX	32MB	4.0GB	12.1 Active	$3754.
ThinkPad 760XL	Pent-™/166MMX	16MB	2.1GB	12.1 Active	$3880.
ThinkPad 765D	Pent-™/166MMX	32MB	3.0GB+8X	13.3 Active	$4205.
ThinkPad 770	Pent-™/233MMX	32MB	4.0GB	13.3 Active	$4301.
ThinkPad 770	Pent-™/233MMX	32MB	4.0GB	13.3 Active	$3754.
ThinkPad 770	Pent-™/200MMX	32MB	3.2GB	13.3 Active	$3631.
ThinkPad 770	Pent-™/233MMX	32MB	5.1GB	14.1 Active	$4970.

Hitachi Notebooks Computers

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4140X	Pentium™/133MMX	16MB	1.4GB+20X	12.1" Dual Scan	$1398.
4350X	Pentium™/150MMX	16MB	2.1GB+20X	12.1" Active Clr.	$1598.
4360X	Pentium™/166MMX	16MB	2.1GB+10X	12.1" Active Clr.	$1798.
7360	Pentium™/166MMX	32MB	2.1GB+10X	12.1" Active Clr	$2028.
7370	Pentium™/200MMX	32MB	3.2GB+20X	12.1" Active Clr	$2948.
7560	Pentium™/166MMX	32MB	3.2GB+10X	13.3" Active Clr.	$2298.
7580	Pentium™/233MMX	32MB	3.2GB+20X	13.3" Active Clr.	$3585.
7590	Pentium™/266MMX	48MB	4.0GB+20X	13.3" Active Clr.	$4418.
3745	Pentium™/133MMX	24MB	1.0GB	8.4" Active Clr.	$2298..

COMPAQ Laptops

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1550DMT	Pent-™/133	16/80MB	1.4GB+10X	12.1" Active Clr	$2179.
1560DM	Pent-™/166MMX	16/80MB	3.2GB+20X	12.1" Dual Scan	$2434.
1592DMT	Pent-™/233MMX	32/96MB	3.2GB+20X	12.1" Active Clr	$3799.
1530DM	Pent-™/133MMX	16/80MB	1.4GB+10X	12.1" Dual Scan	$1946.
1540DM	Pent-™/150MMX	16/80MB	2.1GB+20X	12.1" Dual Scan	$2240.
4150	Pent-™/150MMX	16/80MB	1.6GB	12.1" Dual Scan	$2179.
4160T	Pent-™/166MMX	16/80MB	2.0GB	12.1" Dual Scan	$3137.
4210T	Pent-™/233MMX	32/96MB	3.2GB	12.1" Active Clr	$3409.
4220T	Pent-™/266MMX	32/96MB	4.0GB	12.1" Active Clr	$3895.
4160TSL	Pent-™/166MMX	16/80MB	2.0GB	12.1" Active Clr	$3116.
7330T	Pent-™/150MMX	16/128MB	2.1GB	12.1" Active Clr	$1881.
7350MT	Pent-™/166MMX	16/128MB	2.1GB	12.1" Active Clr	$3409.
7360DMT	Pent-™/200MMX	16/128MB	3.0GB+20X	12.1" Active Clr	$3895.
7370DMT	Pent-™/233MMX	16/128MB	4.0GB+20X	12.1" Active Clr	$4675.
7380DMT	Pent-™/266MMX	16/128MB	4.0GB+20X	12.1" Active Clr	$4870.
7380NT	Pent-™/266MMX	16/128MB	4.0GB+20X	12.1" Active Clr	$4968.
7310MT	Pent-™/150MMX	16/144MB	1.6GB	12.1" Active Clr	$1980.
7730MT	Pent-™/166MMX	32/144MB	2.1GB	12.1" Active Clr	$3409.
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7792DMT	Pent-™/266MMX	32/144MB	5.0GB+20X	13.3 Active Clr	$5552.
7792NT	Pent-™/266MMX	32/144MB	5.0GB+20X	13.3 Active Clr	$5649.
7790DMT	Pent-™/233MMX	32/144MB	5.0GB+20X	13.3 Active Clr	$4870.

COMPAQ Desktops

DP-2000	Pent-™/166MMX	16MB	2.1GB	W95	$951
DP-2000	Pent-™/166MMX	16MB	3.2GB	W95	$984
DP-2000	Pent-™/200MMX	16MB	2.1GB	W95	$1016
DP-2000	Pent-™/200MMX	32MB	3.2GB	W95	$1168
DP-2000	Pent-™/233MMX	32MB	3.2GB+16X	W95	$1571

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220CDS	Pentium™/133	16MB	1.34GB+10X	12.1" Dual Scan	$1318.
430CDT	Pentium™/120	16MB	1.2GB+10X	11.3" Active Clr.	$1638.
440CDX	P133-MMX	16MB	1.34GB+10X	12.1" Fast Scan	$1538.
440CDT	P133-MMX	16MB	1.34GB+10X	12.1" Active Clr.	$1698.
460CDX	P166-MMX	32MB	2.02GB+10X	12.1" Fast Scan	$1968.
460CDT	P166-MMX	32MB	2.02GB+10X	12.1" Active Clr.	$2838.
470CDT	P200-MMX	32MB	2.02GB+10X	12.1" Active Clr.	$2818.
480CDT	P233MMX	32MB	3.82GB+10X	12.1" Active Clr.	$3398.
3600CT*	486 DX2-50	8MB	250MB	8.4" Active Clr.	$998.
3600CT*	486 DX2-50	8MB	500MB	8.4" Active Clr.	$998.
650CT	Pentium™/133	16MB	1.2GB	11.3" Active Clr.	$1798.
660CDT	Pentium™/150	16MB	1.35GB+10X	11.3" Active Clr.	$1958.
300CT	P133-MMX	32MB	1.51GB	10.4" Active Clr.	$1918.
300CT	P133-MMX		3.87GB	10.4" Active Clr.	$2198.
320CT	P266-MMX	32MB	3.87GB	Panoramic Act.	$3548.
520CDT	P166-MMX	32MB	2.02GB+10X	12.1" Active Clr.	$2598.
520CDT	P166-MMX	32MB	3.87GB+10X	12.1" Active Clr.	$3028.
530CDT	P166-MMX	32MB	2.02GB+10X	12.1" Active Clr.	$2918.
550CDT	P266-MMX	32MB	3.82GB+20X	12.1" Active Clr.	$3824.
730XCDT	P150-MMX	16MB	2.1GB+6X	12.1" Active Clr.	$2138.
740CDT	P166-MMX	16MB	3.0GB+10X	13.3" Active Clr.	$2838.
740CDT-NT	P166-MMX	16MB	3.0GB+10X	13.3" Active Clr.	$3028.
750CDM	P233-MMX	32MB	4.77GB+20X	13.3" Active Clr.	$4798.
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VL5	MMX/166	16MB	2.5GB+24X	W-95 / WFW	$957.
VL5	MMX/166	32MB	2.5GB	W-NT 4.0	$1127.
VL5	MMX/200	16MB	2.5GB	W-95 / WFW	$1034.
VL5	MMX/200	32MB	2.5GB	W-95 / WFW	$1204.
VL5	MMX/233	32MB	2.5GB	W-95 / WFW	$1339.
VL5	MMX/200	32MB	2.5GB+24X	W-95 / WFW	$1254.
VL5	MMX/233	32MB	2.5GB	W-95 / WFW	$1254.
VL6	Pent-II/233	32MB	2.5GB	W-NT 4.0	$1551.
VL6	Pent-II/233	32MB	2.5GB	W-95	$1449.
VL6	Pent-II/266	32MB	2.5GB	W-NT 4.0	$1797.
VL6	Pent-II/266	32MB	2.5GB	W-95	$1695.
VL6	Pent-II/266	32MB	2.5GB	W-NT 4.0	$1882.
VL6	Pent-II/266	32MB	4.0GB+24X	W-NT 4.0	$2179.
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client/server—the client is the browser, the mainframe's a large server. The UNIX server is a different type of server. It's truly client/server; you just pick where your application should best reside for the long-term computing strategy.

You mention TCP/IP, which is an open standard. Historically mainframes have used jealously guarded proprietary standards like SNA. Now, mainframe vendors have had to come to terms with TCP/IP in much the same way proprietary LAN vendors have done. Culturally, how has the meeting of open standards with a proprietary world gone, as corporations move to an Internet/intranet/extranet environment?

In my personal opinion, it's turned IBM around and put them at the top of the heap again, because they've become more customer-focused.

The bottom line is that it isn't important whether, internally to IBM, SNA is more important than TCP/IP; their customers have told them overwhelmingly that open computing is very important, and TCP/IP is the way the customers in their environment need to communicate between boxes. It was the only way a mainframe was going to talk to a LAN-based server which was going to talk to a PC.

So IBM finally got the message, even though I'm sure they still wage wars internally. [*laughs*] "But SNA has this stated capability and we've spent all this money..." I think what they're evolving to is a model where TCP/IP is the prevalent communications protocol on their boxes. In fact, they include TCP/IP on every mainframe they ship, starting, I think, last year.

IBM has heard the customer and has realized that its growth was being stunted by proprietary systems. In order for them to regain the prominence they had before, they had to open their eyes and open their world to the customer demand.

I'm not saying the TCP/IP on the mainframe is as good as TCP/IP is on the LAN. IBM's TCP/IP stack is not as efficient as the traditional UNIX-based TCP/IP. But if you look at where they were three years ago in performance, they are gaining quickly, and spending tremendous amounts of money trying to move that forward.

So IBM sees this as a huge emerging market?

Oh yes. They've taken "mainframe" out of their language, and I think they want to eventually take "proprietary" out of their language, perceptibly. There'll always be SNA, because there's a place for SNA, because it does have some rich history in allowing people to do things. But now they're talking network computing; if you're going to talk network-centric computing, you've got to talk Internet/intranet/extranet. If you're going to talk that, you have to talk TCP/IP.

They've changed the whole spin, and I think [IBM CEO] Lou Gerstner's done a fabulous job. Because he didn't come from the heritage of IBM—he's about "what's the market?"

It's brand management at IBM. That's how they manage their business now. A mainframe is a brand. TCP/IP is something that helps mainframes communicate with the rest of the world, and therefore helps drive sales. It's brand management now for the mainframe world.

From a customer standpoint, what's driving this demand for TCP/IP?

Open standards. Everyone is tired of having to have yet another piece of software to do a specific thing. I think the greatness about TCP/IP is that it allows open connectivity to any box in the environment. So if you have a mainframe, you can talk via TCP/IP to it. If you have a UNIX box, you can talk via TCP/IP. If you have Unisys or any type of box in your environment, it supports TCP/IP.

I think the cost of trying to handle all these disparate and proprietary environments was overwhelming, and TCP/IP has now become the common denominator.

It makes sense for a corporation's CIO to say, "Wow, you mean that I could have one standard in my organization, that does include every box in my environment?" If the answer comes back yes, that makes sense to me.

The potential cost savings are huge, and the ability to integrate things at will is very useful.

Correct. I don't want to underestimate the power of the Internet and intranet and extranet computing and electronic commerce. That is the hot technology; that's where everyone is saying they want to be. In order to be there, you have to adopt TCP/IP. There is no other way around it.

If you're moving towards this type of strategy, you have to inherit all the prerequisites of that strategy, and TCP is the main one.

What kind of technical issues do you run into when you go to TCP/IP-ify all these legacy applications that have been running on IBM or Amdahl or Hitachi or whatever?

From a mainframe perspective, in utilizing our product, they already know 80-90% of everything they need to know. They understand COBOL, they understand REXX, they understand the back-end CICS and IMS and DB2. Those skills are all relevant to them. With our Web server, we allow them to use their existing core competency to link the Web server to these back-end systems.

The only challenges they have are "How do I want to link it up? What makes sense in this new paradigm, now that I'm not restrained by this 3270 24x80-column screen?"

I'd say the challenges that they have are to start to think out of the box, because a lot of them have never really had occasion to do that.

That world has been rather well-defined for some years now.

Right. So that's the biggest challenge for a mainframer. [Our] product installs in 20 or 30 minutes; they can have the application up the same day, or in one or two days.

Then the challenge comes: "Now that I can do all this stuff, what should I *really* do? Do I want to write a little more code on the application to make things work a little better, now that I know I can bring this data back to a Web browsing screen, or do I want to not do anything and use the existing application?"

Those are the challenges that they have, but to me those are good challenges. You're talking about progress, in my mind. Extension of an application is a positive thing. You don't have to deal with "Omigod, I have to move this huge DBT database over to Oracle or Sybase... How do I do that—I don't even know those paradigms..."

Now you have mainframes that are the size of refrigerators, but have more computing power than thousands, if not tens of thousands, of PCs. IBM has really changed the dynamics of the cost of computing, and mainframes did not stand still.

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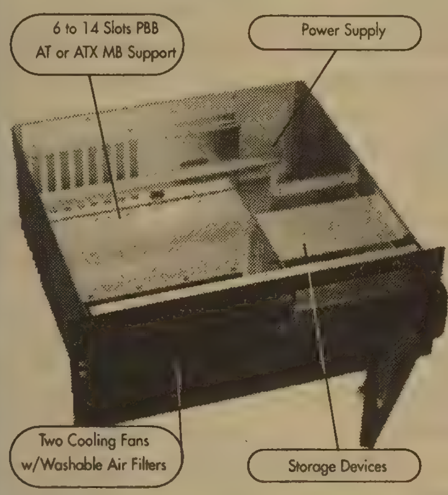

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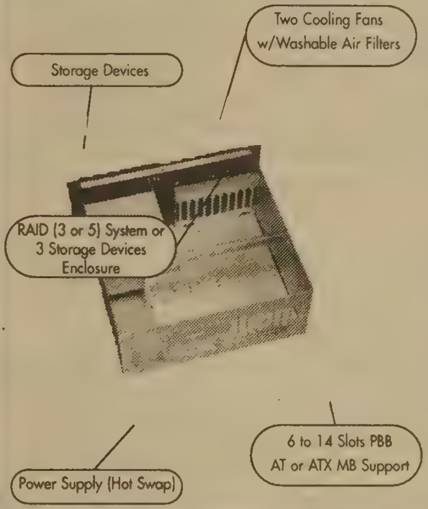

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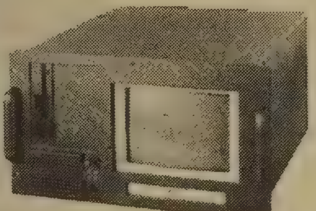

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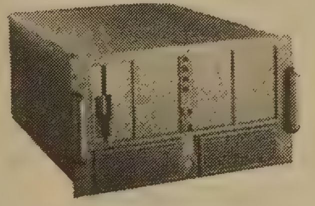

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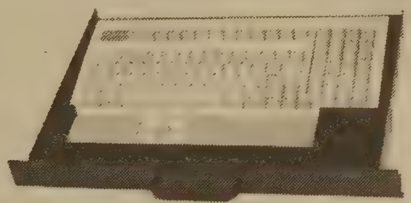

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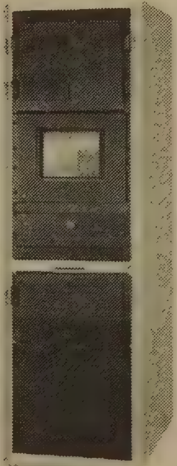

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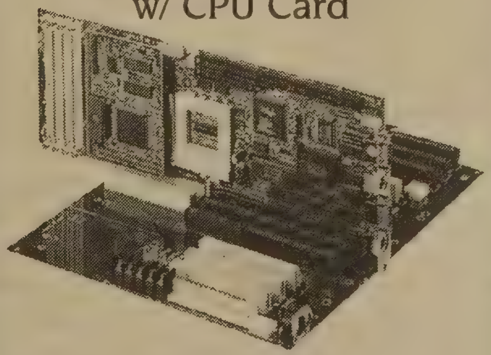

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Those, to me, are very problematic, because you're talking about recoding the application totally. COBOL doesn't translate to C++ ; you've got to get somebody who can read COBOL and break it down and say the same thing in C++. Those are very expensive and time-consuming problems, as opposed to "Wow! I can browse it! Now how can I enhance it?"

A useful distinction that comes up in your white paper is the difference between raw hits to your site and transaction processing. Can you elaborate on that, particularly in the context of electronic commerce—what is the distinction and what does it mean in practical terms?

There's an Internet/intranet/extranet adoption cycle.

The first part of that cycle was email. You think back five to seven years, and everybody didn't have email. Now everybody does—in fact if you don't have email, people look at you like "You don't have Internet email?" [*laughs*] You're obviously not with it if you don't have it. That was the first wave.

The second wave was where Netscape really took off—the whole idea that you were doing Web pages. You weren't doing transactions; you were just enhancing your marketing capability. When Netscape came along, the browsers were hot, the servers were hot; we talked about "How many hits did you get?"

Now what we've evolved to is transactions. People have said, "Show me the money! Hits are great, but that's not adding any value to my business."

You ask the question "What *would* add value to my business?"

Well, let's say I want to integrate this great Web technology with my transactional business information, where people can actually look at this important business data through these graphical means.

I think that's where we are now, and why Beyond is successful. Companies are trying to deal with "How do I link the Web to my important stuff?" It's not about hits; marketing is fine, but it's about CICS, and DB2, and IMS, and how do I view this and extend this capability using the Web?

I think no one is really close to mastering this area yet, not even IBM. Once we have mastered it, we can move to the next logical step—how do I now take this important data and extend it to the point where people would buy it?

That is my definition of electronic commerce. That is the day where the catalog information for Nordstrom, which is on a mainframe and they've had it on a mainframe forever, could be viewed by you or me right around the holiday season, and we could sit at home and click and actually purchase something. That money is seamlessly transmitted from our credit card or whatever repository of money we have to Nordstrom. Commerce is when it becomes natural to all of us to transact in that way.

Right now, leading-edge people are comfortable with that, but it's not a mainstream technology.

Not at all. Shopping is a social event as well; it's not just technology. People have to feel comfortable enough to where maybe they can see other people and shop together. People shop as a group—how can you translate that paradigm to Internet shopping?

Nobody's there yet. Mentally, we're not ready for that. But we *are* ready for "How do I add value to my existing important data?"

In all honesty, even companies like Microsoft and Netscape have never really had to deal with the enterprise, they've never had to toil with what IBM has had to deal with all their lives. Now they're trying to figure out "Well, we got hits, and it's real pretty, but what the heck is TICS and how do we do that?" [*laughs*]

Uh, what *is* CICS?

That's a transactional environment on mainframes that's been around forever in the IBM environment and pretty much runs the majority of the world's transaction systems.

So the people in the other world have to learn it. Not only do they have to learn it, they have to somehow master it quickly in order to grab that business. And I think those companies are challenged.

So how did Beyond come into existence, and how did you see this as an interesting problem to be solved?

It was through pain.

The founders of this company were challenged just like every corporation is now, with "How do we take this important legacy data running on an IBM mainframe..."

In this case, our company, EPRInet, serviced tens of thousands of users worldwide. It was an electric power research institute; people think of them as a contract research arm for the electric power industry.

Well, the repository of all this research was on a mainframe system. People would have to log in through a dumb terminal or 3270 emulator to get access to this information. The problem is, it's not intuitive—3270s, having to log on—for management types it's like "No, just give me a report."

So at EPRI we were sending reams and reams of reports; that was very expensive. We wanted people to come and view the information at their own pace and slice and dice it.

The answer came back—"Let's do it with a graphical user interface to the mainframe data." EPRI being a research institute—we were always leading edge—we said, "Let's do it with this Internet technology."

What time frame is this?

EPRInet started in 1989, I think, so about 1993 we were really into the Internet stuff. Netscape didn't exist; this was when NCSA Mosaic was the only browser out there. Kerberos was another technology for security that was out there. We licensed the technology; we put all this stuff together. The problem was, we couldn't get to the mainframe.

We had a three-tiered type of environment. We were using IBM RS6000s, moving data from the mainframe to an RS6000, which talked via TCP/IP to our Mosaic browsers. It was very expensive; it was not very dependable; it was very painful. To shorten the story, we spent a lot of money and we didn't derive the benefits we thought we should have.

I was out looking on the net, and ran across a product from a guy at Rice University, Rick Traw. He had developed the world's first mainframe Web server. He did it, not for business reasons, but because he got tired of hearing that mainframes couldn't do this. So he read the spec—there's a basic IETF spec that tells you how to build a Web server—and he coded this Web server using a mainframe language that he knew, REXX.

We saw this, and it was like "Wow! this would be fantastic! If we could leave the data and the business logic on the mainframe, but still allow browser access to it, this would be a great thing." We ended up showing a prototype in about two days. One of the things we hadn't successfully done in two months, we did in two days.

From that experience it was very clear, to me and to the rest of us, that we'd just been through the pain that a majority of corporations are going to go through, or are going through now, and we just found a solution. If we could take this shareware technology and really build it into a commercial product, we could solve a lot of pain. That was the beginning, and the impetus for Beyond.

So who are your clients, and what are they doing with your technology?

The majority of our clients are Global 2000 companies. For example, Merrill Lynch,

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Bank of America does a tremendous amount of reporting on the assets that it has worldwide and what those assets are doing. Those reports are viewed online; because the Web server is on the mainframe, and the data is on the mainframe as well, they're able to view those reports online.

J.C. Penney has a product of ours, which is an interface to a longstanding email and calendaring system called Officevision/PROFS. Our Web server acts as a front end to PROFS and Officevision. J.C. Penney has upwards of 40,000 people who are viewing their mail and calendar online daily, using a graphical interface instead of the 3270 type of interface.

Advantis, IBM's company, has a sales force of 20,000 salespeople out there, who are pitching their network services to people every day. If you were a prospect and I was trying to sell you, you'd say, "I want more explanation of these products." They'd go through our Web server and download all the collateral right off of the mainframe. They download it right there at the site. It saves a tremendous amount of money—this is workforce automation at its best here.

State Insurance Compensation Fund, an insurance company, actually submits claims online. We all hate filling out the form and waiting a number of weeks before it's approved because somebody has to look at our handwriting. They submit it on the spot, so it's shortened their cycle.

Ducks Unlimited is a not-for-profit wildlife and conservation entity. They sell Ducks Unlimited hats, which are very popular. They do that online now; you can go and put in your credit card and actually purchase things over the Web. That's commerce for them.

It goes on and on; we have a number of other customer stories. But the bottom line is, it's adding value to their existing businesses, and in some cases extending the value to the point where they can charge money and make more money coming in.

One of the more recent buzzwords is extranet, where you're dealing not just with people in your own organization but having what amounts to a virtual private network with your customers or other people you deal with frequently—the people in your economic ecosystem, so to speak. How does that work?

Every company has important data assets that they would like to share with their partners, and in many cases they are already sharing with their partners—but typically it's in the form of paper. People ship reams of reports around to show inventory on different things.

Many companies have said, "Well, we'll give you login access, we'll give you a private line to our mainframe, and we'll allow you to log in." The problem is, when you extend 3270 access, you have the same paradigm and problem that you have internally—people don't like 3270. It's not intuitive. They'll default and say, "Why don't you just send me that report?"

Fax it to me!

[*laughter*] Yeah, fax it to me, do that!

But with the Web, they are able to extend this access, as they had done before, but in a graphical means. It's not limited to companies where you have a 3270, which is expensive; it's anywhere. Everybody can have access to it off the Web. You can go anywhere in the world and find a Web browser. At the worst, you can go to any library in the world and find a Web browser.

You can have a supplier anywhere in this world; if they can find a library with an Internet terminal, they can securely—with ID and password and maybe encryption, if they've added that product from Beyond—have access to some very important information that they can make a good business decision on. Which, in the end, supports the host company, because their suppliers are making better decisions because they have better information.

That's wonderful. Extranets, I think, are fabulous. They're the reason why the Internet "hits" paradigm needs to get more into the transactional mode—"How do I make money at this? How would my partners pay for access?" Any company would pay $1,000, $2,000, $10,000 to have better information so they could do their job better.

What do you think people are wasting their money on the most in this context? We seem to be seeing a lot of money essentially flushed down the drain on cute bells and whistles with no business relevance, like the proverbial flaming logo in the IBM ad. What makes sense to spend money on, and what's just silly?

I think people spend a lot of money on things outside their core competency. I go back to Bank of America—they're a bank. If they're

continued on page 209

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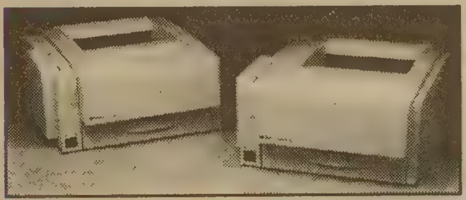

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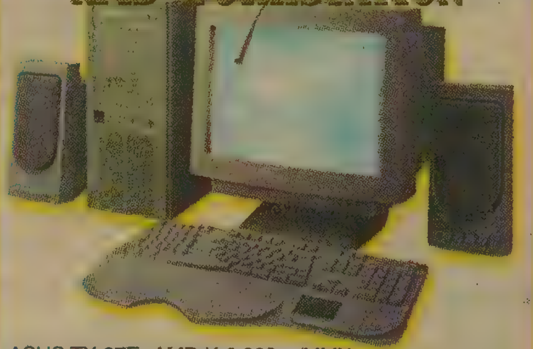

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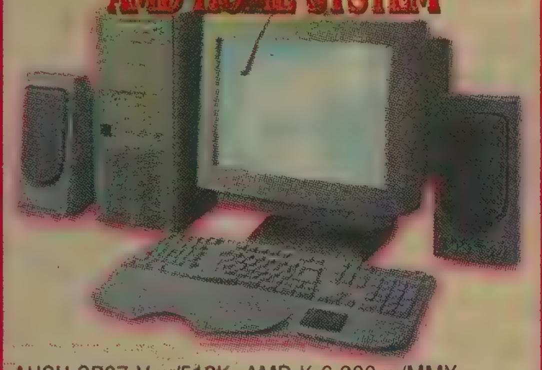

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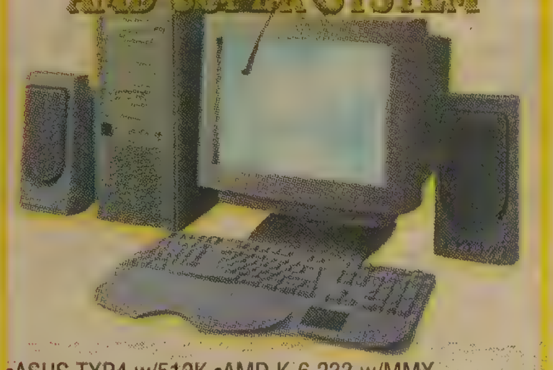

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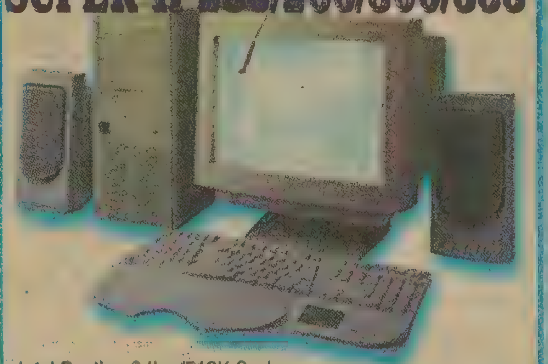

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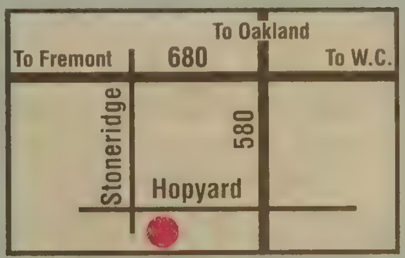


How Browsers Replace Classrooms

The Company Intranet At Qualcomm

By Ivars Bezdechi

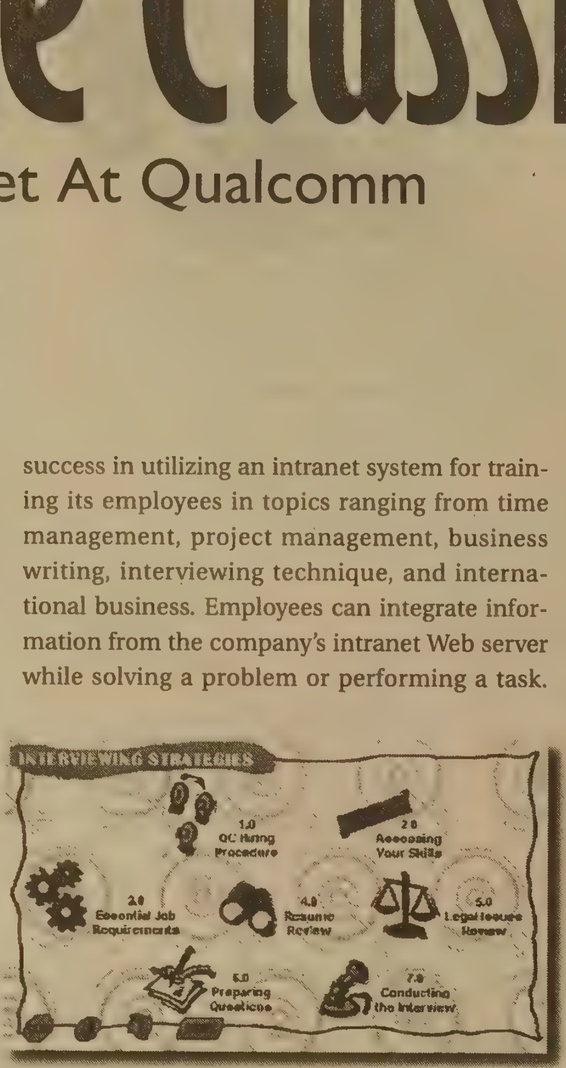
While we hear a lot about Internet-driven data overload and a tidal wave of online infodreck, both large and small businesses are discovering the relative usefulness of the Internet's sibling technology referred to as "intranet."

While an "intranet" utilizes the same HTML code and graphics which are used on the Web, an intranet is a network that exists solely and exclusively within an organization. Much like a local area network (LAN), an intranet graphically delivers an organization's informational resources—such as databases, documentation, online training—to each employee's desktop quickly and inexpensively, while it still protects the information from unauthorized access or outside hackers.

One company that has reaped the benefits of implementing an intranet is San Diego-based international electronic firm Qualcomm Incorporated.

Employing some 10,000 employees worldwide (with some 9,500 people in San Diego alone), Qualcomm develops, manufactures, markets, licenses and operates advanced communications systems and products based on its proprietary digital wireless technologies as well as the popular Eudora Pro email software, VLSI components, and communications equipment and systems for government and commercial customers worldwide. With such a diverse product line, Qualcomm was faced with the challenge of making learning opportunities accessible to all employees, as well as meeting the needs of diverse employees with different learning styles.

With 90% of its employees located in 18 buildings in San Diego, the firm has found great success in utilizing an intranet system for training its employees in topics ranging from time management, project management, business writing, interviewing technique, and international business. Employees can integrate information from the company's intranet Web server while solving a problem or performing a task.



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Qualcomm also utilizes an intranet for different functions including a company directory, mapping facility (to find a specific location within the sprawling 18-building Qualcomm campus), and general project management.

The Virtual Classroom

But perhaps the most unique use of the intranet is still the system utilized for the company's educational needs.

According to Tamar Elkeles, Ph.D., Qualcomm's Learning Center Director, her department is entrusted with creating "classes" which are Web-based, and which, by and large, have replaced the company's classroom-based educational experiences. "Right after we came up with the company-wide intranet, which had some departments and projects on it, we determined that this was a technology we could use for learning as well. From a training perspective we're putting all of our content on the Web," she says.

Elkeles explains that the programs on the company's training intranet were mostly developed by the instructors who have, in a sense, become "classless." In order to adapt the content of the training classes, Elkeles directly asked instructors, "Tell me what, in your classroom, is information, versus what is experiential learning or behavior modification." After determining the answers, Elkeles would work with the instructor to repurpose into an electronic format any information that was disseminated in a manual or handout.

The new intranet-based individualized approach to learning has been welcomed by the majority of Qualcomm's employees, says Elkeles. "The people at Qualcomm like personalized options for learning. It was important for us to reach all of our 10,000 employees with the same content.

"Understanding that people have different learning styles, and understanding that these

10,000 people all have their personal needs, we needed to create a different medium to 'create learning,'" says Elkeles. "If you are a visually-oriented person, we'll give you a video. If you are a more hands-on type of person, you can go to a class for an experiential exercise. If you're more oriented towards using a computer, the intranet program is for you."

But if Elkeles had her druthers, she would obviously like to see all Qualcomm employees embrace the Learning Center's intranet, citing the convenience of logging onto the company's Internet server, clicking onto a subject area, and extracting the information needed at the moment. "It's not about sitting in a two-day class. It's about getting the information when you need it," she says.

Elkeles is confident that this "a la carte" approach to education will not cause users of the system to have "gaps" in their learning experience. "Not everybody needs the same amount of stuff," she says. She admits that some might perceive a bit of "college confidence" in this new learning medium, and that the overall effectiveness of the system has yet to be completely evaluated: "The content for the learning modules has been taken directly from the classes—so we know that this part works. Whether or not people who get the content are being successful is another story, and that's their choice."

She says that to evaluate a Web-based training program is very difficult because traditional evaluation techniques cannot be fairly applied to this new medium. "Why do we need to evaluate information people get? We're just providing information, giving them a place to get it, make it easy for them. We don't have to evaluate that. What we want to see as a company is the outcome of good performance within an organization. Providing information online allows them to perform better," she says.

"What we want to see as a company is the outcome of good performance within an organization. Providing information online allows employees to perform better," Elkeles says.

Elkeles adds that the instructors who have developed the modules in conjunction with Qualcomm's multimedia department are not being displaced: "These instructors are being utilized in a different way. They are still the experts. Only the traditional role of the instructor has changed."

The Learning Interface

Flexibility is the key concept in most of the learning modules offered on Qualcomm's intranet site. For instance, in the module devoted to interviewing skills, the on-screen coursework includes a section formatted much like a game on the "legal" questions a supervisor can ask a prospective employee. Utilizing a sophisticated internal artificial intelligence decision tree, another section within the module allows a supervisor to fashion questions based on the skills needed for a particular position.

While the intranet learning modules leave a "cookie" which stores information on what parts of a lesson have been completed by an individual

continued on page 213

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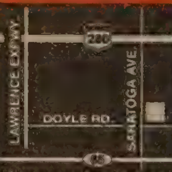

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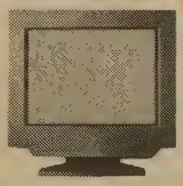

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BMUG • By Peter Linde and Sam Penrose

The BMUG Column You Won't Read In CIO Magazine

Fear And The Corporate Information Officer

This month, Peter will help corporate computing managers solve all their support and Help Desk problems, while Sam comes up with some great ways to maximize your investment on the Mac you have before you run out and buy a new one.

BMUG And The Enterprise

By Peter Linde

Hey You! Corporate Information Decision Maker! How would you like to be a hero in your company? How would you like to be responsible for making your company more profitable and your computer users (read: customers) more productive? How would you like to cut your staff while at the same time improve service? All of this can be measured so you will get the credit. I promise. Just read this article, and you will learn a simple proven method for achieving all of the above.

You say that it can't be done? You've tried everything, right? You increased the number of people answering your Help Desk phones. You hired more techs. You already subscribe to TechNet. You even went out and bought that expensive dispatch tracking system and knowledgebase that all your techs complained about. Then you bought the other one when the first one didn't work. Of course, you only hire MCSEs and CNAs, but for some darn reason, they never seem to be able to solve your end user's problems on the first visit.

But there is one last thing that you still haven't tried. You probably even know what it is. You've heard all about this miracle cure already. You've read the studies and your kid even tried to show you on her computer at school. But something has held you back. Something just won't let you do what you know is right: Fear. The fear of appearing uninformed pervades our industry, but is seldom talked about.

My consulting practice supplies both Mac and PC Support Technicians to a Fortune 500 client that currently has about 1000 Macs and 3500 PCs. The 1000 Macs are cared for by four Support Technicians. That's 250 computers per Tech. Those four techs are like Maytag repairmen. They often find themselves bored stiff. Their internal customers? Happy as clams.

Most MIS professionals seem to believe that omnipotence is a job requirement for working with computers. From techs to CIOs, everyone runs around constantly pretending that they know things that they don't. This means that decisions—decisions that can involve millions of dollars—are often based on the small amount of information people have already acquired through direct experience—or worse, on what everyone else seems to be doing.

Let me give you a real world example: My consulting practice supplies both Mac and PC Support Technicians to a Fortune 500 client that currently has about 1000 Macs and 3500 PCs. The 1000 Macs are cared for by four Support Technicians. That's 250 computers per Tech. Those four techs are like Maytag repairmen. They often find themselves bored stiff. Their internal customers? Happy as clams.

In fact, they are the only people in the whole company who are happy with their computers and the support that they receive. The average PC tech at this company services about 80 end users. The PC users hate the MIS department and think the support they get is substandard. They complain constantly.

So, you wouldn't be at all surprised to learn that this company, upon careful self-examination, had decided to standardize on Macs. At least you wouldn't have been surprised if that's what they had chosen.

Instead, in defiance of their own direct experience, they have recently chosen to remove all the Macs in the company and replace them with PCs. You probably think there is some application that only exists on PCs that is forcing them to make the switch. Nope. In fact, some of their mission critical applications only exist for the Macintosh. Perhaps they are having trouble with document portability across the two platforms? Nope. Macs have been able to handle this for years. Could it be that they have figured out that they will have a lower total cost of ownership (TCO) by switching to PCs? Nope. Independent study after independent study has shown that Macs have a lower TCO than PCs.

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Let's do some quick math that it appears they never did. To keep 1000 Mac users happy, they need four techs. Let's assume they pay these techs $50,000 a year. That's $200,000 a year to service 1000 Macs. What does it cost them to service 1000 PCs? If each PC tech can only take care of 80 computer users (and let's forget for the moment that they aren't even able to keep the users happy), this company needs to hire 12.5 techs. If we assume the same salaries, this company will spend $625,000 in salaries alone. What could you spend $425,000 on?

By now, you have probably figured out that my magic bullet for curing your Corporate IS woes is to switch to the Macintosh platform. And your mind is, no doubt, racing with reasons why you can't. The hardest hurdle to overcome is that everyone else will make fun of you. And, in truth, there is no way around this one. Remember, they are just as afraid of their lack of knowledge as you are of yours.

The way they make themselves feel better about their head-in-the-sand stance is to make fun of those who dare to use reason. But trust me: They'll stop laughing a year or two down the line when you get promoted for bringing costs down and satisfaction and productivity up.

My magic bullet for curing your Corporate IS woes is to switch to the Macintosh platform. Your mind is, no doubt, racing with reasons why you can't. The hardest hurdle to overcome is that everyone else will make fun of you. And, in truth, there is no way around this one. Remember, they are just as afraid of their lack of knowledge as you are of yours.

I could give you a hundred more examples like the one I listed above: examples of companies that throw away money because IS managers just like you would rather make safe, bad choices then do their homework. I could tell you about my years of experience running a business that does both Mac and PC consulting, and about how much more our PC clients pay us each year versus our Mac clients. There are just too many of these types of stories to list.

Lastly, let's get one thing straight: This isn't about zealotry. This is about tools that people use to get jobs done. The best tool for the job is the one that you or your company should use. In some situations, Macs make no sense. But if you have summarily rejected Macs because of fear or misinformation, you are making a mistake.

Will this mistake hurt your career? Probably not. Bill Gates has built an empire on fear and misinformation, and few in corporate America seem willing to stand up and say that the emperor has no clothes. Don't take my word for it: The empirical evidence is out there.

Check out Apple's Web site at: *www.apple.com/whymac/web/articles.html* for links to articles that compare the MacOS and Macintosh computers to Windows 95 and Intel based machines. You can also contact BMUG at *info@bmug.org* , or come to one of our main meetings. There's no need to wear a trench coat and fake nose. You will be welcomed. More information about BMUG is available at *www.bmug.org* . And last but not least, if you email me at *pbl@lindegroup.com* , I will personally see to it that you get information from Apple that will help you better evaluate how Macs might benefit your organization.

You May Not Need A G3 Yet

By Sam Penrose

Apple's new PowerMac G3 line has motivated hundreds of thousands of Mac users to ditch their old machines. You may be sitting on the sidelines wondering if it's time to shell out two grand for one of these beauties.

The answer to your dilemma depends on more details than I can list, but there are some issues that all of us have in common. This month we'll examine what I believe to be the three most cost-effective purchases for the average computer user, plus tricks for making them come out right. The best part of this game is that you don't have to buy a G3 to play.

Drop $70 on RAM: I recently looked at a copy of MicroTimes #71 from July 9th, 1990. A 16MB expansion "kit" for a Macintosh IIci is advertised at just under $3,000. Today 16 megabytes of RAM costs about $40. Prices have changed by a factor of 75, but the basic importance of RAM has not: The more RAM you have, the more programs you can run and the more room you can give each one.

Less than three years ago, most Macs shipped with 8MB of RAM. Just to run MacOS 8, basic Internet software, and a light word processor, my Mac asks for 25MB. If I wanted to scan and rework a photograph to accompany this column, that total might double. I could get by with less by turning on virtual memory, but virtual memory tends to make my Mac slow to a crawl as resources are shuffled from the hard drive to physical RAM for access.

If you regularly quit one program so you can open another or watch it slow precipitously under virtual memory, you need more RAM. A good rule of thumb is to add 32MB to whatever your Mac shipped with. The trick to adding RAM is to pick the right retailer. If you buy a PowerMac G3 from Apple's Web site, they'll be happy to add a 32MB to your machine—for $200. MacWarehouse wants $360. Yet plenty of mail-order businesses that specialize in RAM will be happy to sell you the same product for $70.

A Web page called RAMWatch keeps track of the going rate at *www.macresource.pair.com/mrp/ramwatch.shtml* . As I write in late February, $70 will get you 32MB of RAM in almost any flavor: standard DIMM, EDO DIMM, SDRAM DIMM, or 72-pin SIMM. Pay attention to the "low" price, not the "average," which is easily skewed by one or two high figures.

If you don't have Web access, the Chip Merchant (1-800-808-CHIP) and Data Memory Services (1-800-662-7466) are usually within a few dollars of the best price. Be sure to specify the computer you plan to install the RAM in, ask for a written warranty, and pay with a credit card.

Get a Bigger, Better Monitor: When you are using a computer, your monitor is your world. Too many computer users continue to put up with so-called 15" monitors, the entry-level standard. These monitors are generally used at a resolution of 640 x 480 pixels, the WYSIWYG (true-to-life) resolution on old 13" monitors. Some run them at higher resolutions, but the resulting image is so small that it leads users to counterproductive compensations like increased font sizes.

Quality 17" monitors, once a luxury, now cost about $600. They are WYSIWYG at 832 x 624 pixels, which gives you a whopping 70% larger work area than 640 x 480 for real increases in productivity and enjoyment. The next traditional size is 20", which at a WYSIWYG setting of 1024 x 768 pixels give you 50% more room than the 17". These monitors are huge and expensive—60 pounds and $1,300 or

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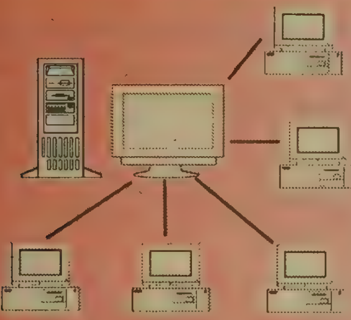

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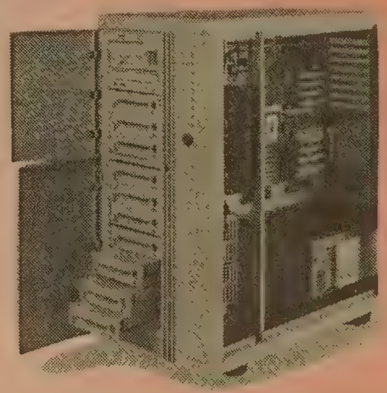

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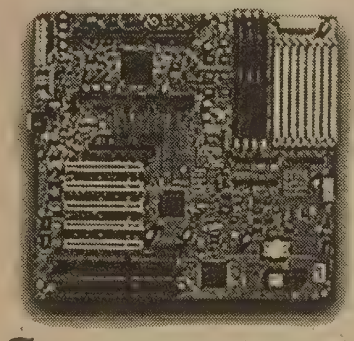

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more. Recently manufacturers have added a 19" category, which splits the difference between the 17" and 20" categories in both workspace and price.

There are three tricks to getting a good monitor. The first is to go to a store and comparison shop. Make sure brightness settings and ambient lighting are comparable among the monitors you examine. A monitor in front of a sunny window set to 50% of maximum brightness will look washed out compared to one in a dark corner set to 100%. For sharpness, look at black text in a small type size against a white background.

Prices have changed by a factor of 75, but the basic importance of RAM has not: the more RAM you have, the more programs you can run and the more room you can give each one.

The second trick is to go to a PC-oriented store, which will offer a broader selection and probably lower prices. Most any PC monitor you look at will have an "SVGA" connector. With a Mac-to-SVGA adapter, you can use it on any modern Mac. Many manufacturers will send you one on request; they cost about $20 separately.

The third trick is to make sure the monitor you go home with is or can be trued. Most monitors get banged out of alignment before they reach the store; that's why they all have controls on the front for tinkering with the image. But no set of controls can handle every possible distortion. The $600 question is whether the controls on your new monitor will fix its particular irregularities. You can't answer it without taking the monitor out of the box and hooking it up to a computer. Check before you buy, or be prepared to exchange.

Spend Time: Many people underestimate how much time getting a new computer up and running will require. It takes time to shop, time to configure your new computer, time to move your data and applications over from your old computer, time to make them work on the new machine, and time to find a new home for the old one. I seem to need about a working week to change machines, which is why I don't do it every year. That effort may not seem like a "purchase," but since it comes out of productive or leisure time, I like to think of it as one. First time buyers will find themselves spending even more time just learning how computers work.

Of course, you can skimp on many of these chores, but the result will be a less useful tool. If you don't have the time to put in right now, you may want to wait before you buy. Computers only get cheaper and better. One trick to enjoying this process of learning a new tool is to tie your learning curve to a specific project. Installing software is not my idea of a fun Saturday afternoon activity, but if I'm doing it to get my new Internet surfing machine up and running so I can create a new Web site, I'm likely to mind the drudgery of disk-swapping a lot less. The best thing about this trick is that you don't have to spend a penny to do it.

Most people explore but a tiny fraction of their computer's capabilities, while tolerating various annoyances that they are too busy or lazy to deal with. Rather than throwing money at your computer, consider budgeting time to do something new with it, which will force you to learn more about it. Computers are marvelous tools, but like all tools, they work best in the hands of the people who use them the most.

More Tricks And Tips

For a reasonably complete overview of the Macintosh market aimed at home and small business users, check BMUG's Web site. I should have a Guide to Buying Macintosh Computers up by the time you read this at: *www.bmug.org/Service/buying_guide/* . Happy shopping! ■

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What Is BMUG?

BMUG is an educational non-profit computer user group providing know-how, software, and opportunities for 10,000 computer users from countries around the world. We are in the business of giving away information.

BMUG publishes and distributes some of the best computer books and CD-ROMs available. Our semi-annual 400-page "Newsletter," sent to every member, contains scores of articles on every facet of Macintosh computing, the Internet, and more, plus hundreds of megabytes of useful software on the included CD-ROM, all without a single advertisement. Our three BBSes are thriving virtual communities where thousands of people share information about everything from how to defragment a hard drive to how good the latest Emma Thompson movie is, all presented through the friendly FirstClass user interface.

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You can learn more about us on our Web page at *www.bmug.org* , where you'll find schedules, maps, our guide to the best products for MacOS and general computing, and software and instructions you can use to take a free tour of our Planet BMUG and BMUG Boston BBSes, available by direct dial or over the Internet. Our office at 2055 Center St. in downtown Berkeley is open from 9 am to 5 pm. Come say hello there or at one of our meetings: weekly on the UC Berkeley campus and monthly in San Francisco and San Jose. For more information, call the announcement line at (510)549-2684, ext. 8. You can also fax us at (510)849-9026 or write us at 1442A Walnut St. #62, Berkeley, CA 94709-1496. Join us!

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Online Guide

INTERNET • BY JOHN S. QUARTERMAN

Can You Help Me With My Computer?

GUIs, Platform Wars, Myths Of User-Friendliness, Etc.

Usually I write about some combination of the Internet, politics, or UNIX. But I've been asked one question so many times I'm finally going to write about it. The question is:

"Can you help me with my computer?"

You can probably tell right away by the way the question is phrased that it's about a PC running Windows. Anyone with any other kind of computer or operating system would say what kind—whether Mac, UNIX, VMS, Multics, or whatever, running on a Cray, Alpha, Sparc, Imsai, or whatnot.

I answer, "I don't use Windows." It never does me any good to say that.

"But can you help me with my computer?" repeats the friend, relative, acquaintance, random passerby, whoever. No matter who, it almost never sinks in that there is any other kind of computer. Any hint that I have anything to do with computers, and here we go. I can even explain in detail that I use UNIX, I don't use Windows, I don't like Windows, I don't know anything about Windows, but still, there it is again:

"I'm sure can you help me with my computer!"

The Problem

So what is it all these people want help with, anyway? Using Windows 95 or fixing problems with it.

A nurse claims she "caused a bug in the memory system" by downloading a new copy of Internet Explorer. She's waiting for her friend the computer expert to come by and fix it.

A couple I know spent $1500 (a sizable sum for them) on a computer so their children could use it for game and educational purposes and so they could use the Internet. It's been out of commission about half the time since. Why? Because they keep picking up inexpensive software and loading it onto the computer. Why doesn't that work? Because much of it is Windows 3.1 software; that's why it's so inexpensive. It will load on Windows 95, but in doing so it overwrites various system files in an incompatible way and trashes the operating system. Why don't they notice? Well, it says "Windows" right on the package! Can they fix it? They never have. They have an in-law come over and fix it for them every time.

> *People use Windows 95 because it's on their computers. Microsoft has successfully created a self-perpetuating monopoly.*

I had an uncle who bought a computer and was livid when he discovered he had to buy software for it, too. Really mad. Thought he'd been cheated. The public nowadays mostly knows computers need software, but it's still too much to expect the average computer buyer to notice whether a package of software labelled "Windows" says "95" or "3.1."

A retired schoolteacher has a relatively new computer (bought last year) and she uses it mostly for electronic mail. She keeps losing letters as she composes them. She'll minimize the window and then doesn't recognize the tiny minimized icon as anything related. You can point this out to her, maximize it, and then she'll get all excited that she's found her message and she forgets to remember how the message was found. Every time she has to get somebody to find it for her.

A horse trainer got a new computer. She didn't have a lot of trouble setting it up, or getting connected to the Internet, although she did have to have a friend come over and help her. The Internet connection part did require three pages of instructions. This has to do with tarzanning among the several directories that contain the various pieces of software (modem, TCP/IP, DNS, mail) that are needed to arrange to send mail through a dial-up IP connection. Fortunately, the local ISP had those already printed out for her. Everything seemed OK.

But after the first successful mail message she sent, nobody heard anything more from her. I finally called her up after several days. She said she was getting everybody's messages fine. She had also been answering them and composing new messages to send. She had been successfully dialing up the ISP; obviously, since

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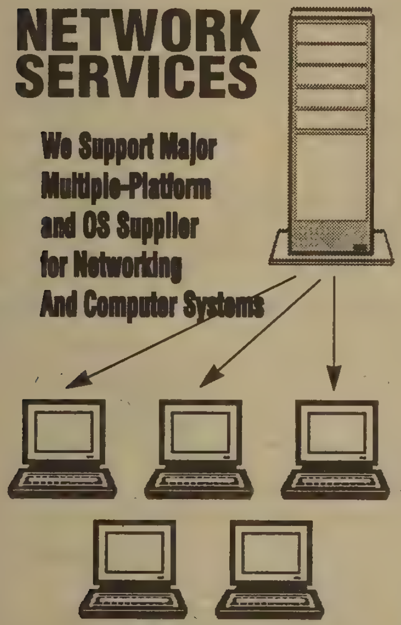

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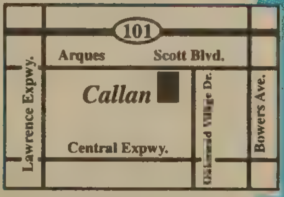

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she was receiving other people's messages. What was wrong? Half an hour with the ISP walking her through the necessary steps found the problem. She had not pressed the Send button on the mail screen before dialing up the ISP.

Speaking of tarzanning, what exactly is the distinction between my computer and startup, anyway? Almost anything can be found either way, although it's usually faster to use Find.

One university I happen to be familiar with has a whole technical group in the computing center devoted to fixing Windows 95 problems. This almost always consists of reloading W95 from a CD/ROM. These people are paid about $45,000 a year each to reload the same software from a CD/ROM several times a day.

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How Can This Be?

Many people say the reason Windows95 is the most popular operating system on the face of the planet is because its graphical user interface (GUI) is so easy to learn, because it's graphical and intuitive, and all programs adhere to a rigorously consistent set of user interface conventions.

The supposedly intuitive GUI isn't. The supposedly obvious icons aren't. The supposedly rigorously consistent programs aren't. It breaks all the time. It requires experts to fix it. No one but technical people ever figure out what's wrong from the manual or from the online help systems.

Okay, there is one other exception. Children have no great difficulty learning Windows. But of course children have no great difficulty learning UNIX, either. That's what children do all day, after all: learn new things. They're used to it, and they have a pool of friends their age to ask questions.

Now in my wife's house (we live in different states and commute; long story), the children have a choice of UNIX or Windows 95. They use Windows 95 for games and Word. They have no problem using UNIX for everything else, especially electronic mail, Web browsing, and other Internet uses.

The GUI Religion

One of the big advantages of Windows 95 is supposedly that it has a GUI, and GUIs are supposed to be inherently easier to use.

In my office, we mostly use UNIX, because we're trying to get work done involving the Internet. I find it takes no longer to take someone off the street and train them to use enough UNIX commands to get the job done than it does to teach a new Windows 95 user enough to reliably send and receive mail and to handle simple filing operations. For example, there is, in my experience, zero difference in the learning time between Pine with its textual menus on UNIX and any GUI mail program on any platform. And Pine has better error handling.

People who have used Microsoft products for a long time find this hard to believe. They have no trouble using Windows, they say. And probably they don't, because they've learned each new idiosyncrasy of each new release from DOS

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on as it appeared. The power of familiarity cannot be overestimated.

As an extreme example, consider telephone numbers. Essentially arbitrary sequences of 7, 10, or even more digits! How much worse could a user interface possibly be? Yet nobody notices that much, because we've all become familiar with it.

Familiarity wars used to occur with TOPS-20 vs. UNIX. This was with two command line interfaces that Windows users would probably find indistinguishable without learning each of them. And even between TOPS-20 and VMS, even though VMS's command language was basically a subset of that of TOPS-20. People liked what they were familiar with. They didn't want to learn anything else. They didn't understand why anyone would want to learn anything else, or why anyone would have any trouble with their favorite interface.

In fact, a lot of people have a lot of trouble with Windows. Experienced users get used to it, including getting used to having problems. New users aren't familiar with it, and experience frequent problems as problems.

So Why Is Windows So Popular?

If all that is true, why is Windows so popular, anyway? As anybody who is familiar with the history of computing is aware, Microsoft only adopted GUIs because Apple had demonstrated that the Macintosh with its GUI could maintain a significant market share even in the face of Microsoft's marketing might. The original Windows GUI was a clumsy knockoff of the Mac GUI, deliberately modified to be just enough different to avoid legal problems. Windows 95 is a slightly more consistent rehash.

Windows didn't cause Microsoft's market dominance. Microsoft adopted Windows to help maintain its already overwhelming market lead.

Most Windows 95 users are not familiar with this history, of course, because most of them have only been using computers for a couple of years.

So why is Windows so popular? Because Microsoft has managed to convince practically

> *Children have no great difficulty learning Windows. But of course children have no great difficulty learning UNIX, either. That's what children do all day, after all: Learn new things. They're used to it, and they have a pool of friends their age to ask questions.*

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every manufacturer of any computer sold into the mass market to ship the computer with Windows installed. It has nothing to do with intuitive user interfaces, design philosophy, or quality of software. If Windows had any real competition, its quality would improve or Microsoft's market share would decrease, because people wouldn't put up with the current shoddy state of Microsoft's software.

Others say Windows is so popular because it has so many applications. That's putting the cart before the horse. Windows has so many applications because so many people use it: The application designers want to leverage their efforts by putting their software on the most popular platform. Sure, there's feedback in the other direction. But it's just not true that Windows became popular because of the applications.

Besides, what applications do most of these people want to use? Two things, mostly: games, or the Internet. Most games, for sure, run mostly under Windows 95. But the Internet is accessible from just about any known computer platform.

Yes, people also use PCs for accounting, and word processing, and other similar office work. But you can get all those programs or others like them for Macintoshes or UNIX.

People use Windows 95 because it's on their computers. Microsoft has successfully created a self-perpetuating monopoly.

> *As anybody who is familiar with the history of computing is aware, Microsoft only adopted GUIs because Apple had demonstrated that the Macintosh with its GUI could maintain a significant market share even in the face of Microsoft's marketing might.*

Conclusion

I know some readers will chastise me for going by anecdotal evidence. It's interesting how no one wants to accept anecdotal evidence unless it agrees with their opinion. But, yes, anecdotal evidence is not enough to prove a phenomenon.

However, the kinds of problems I have described here are so widely reported, and there are so many people who make a living by fixing them over and over for users, that I think there is a real phenomenon here.

Next time I buy anybody a computer, I'm putting Linux or BSDI or Solaris or some other version of UNIX on it. Maybe I'll leave a disk partition for W95 so people can play games. Or not. ■

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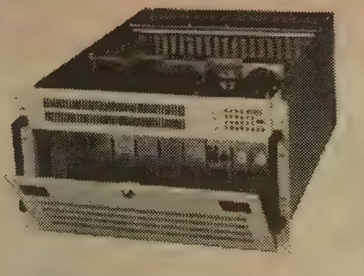

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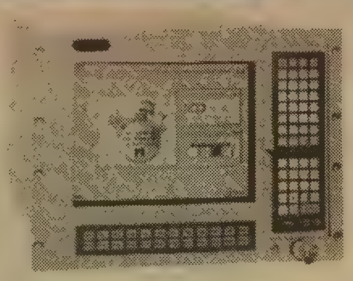

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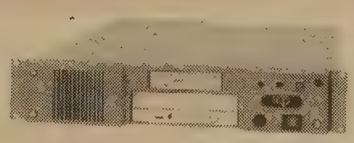

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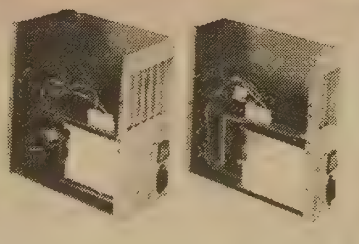

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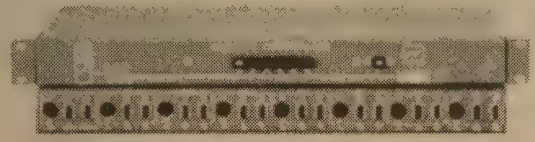

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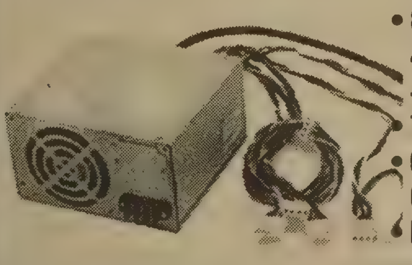

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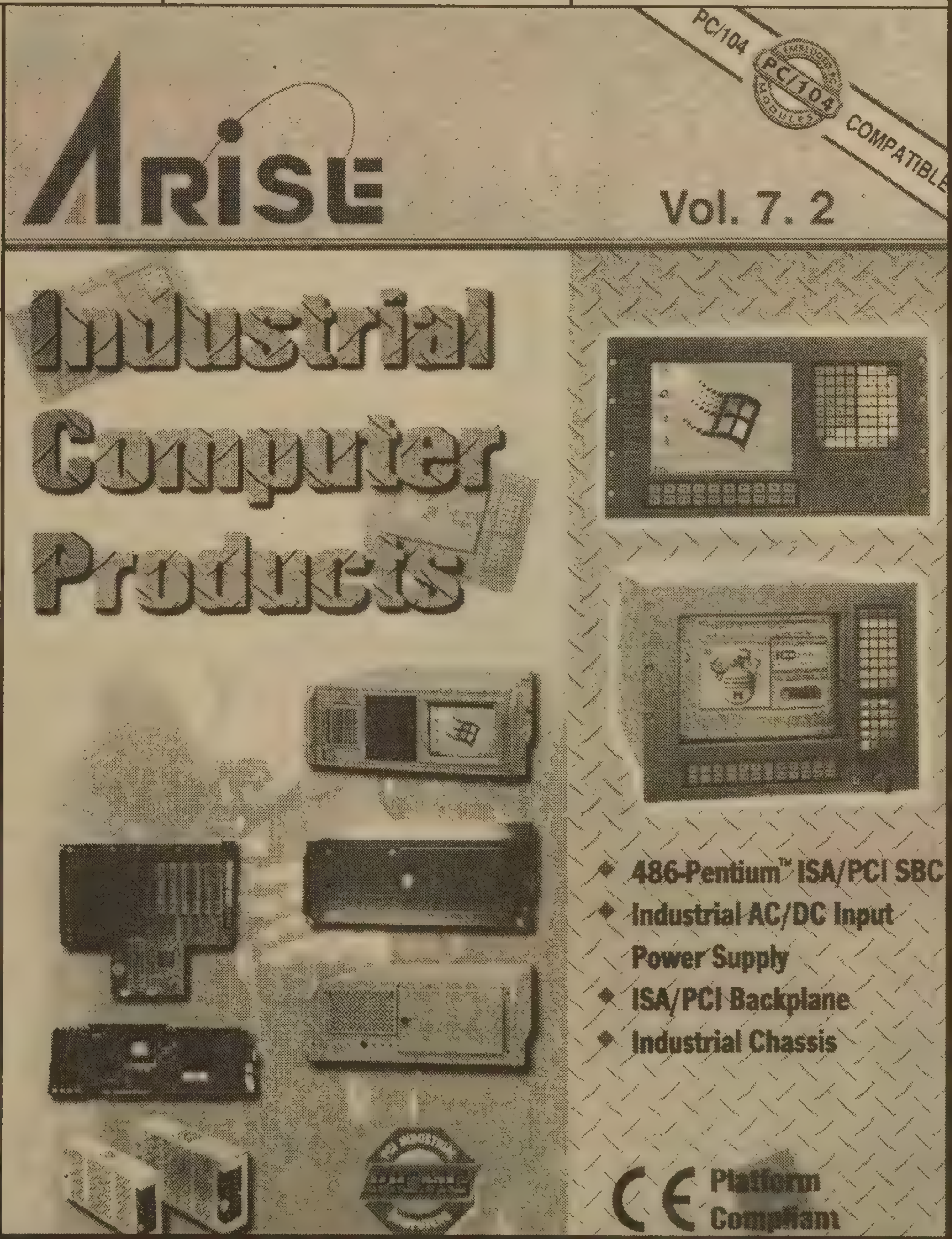

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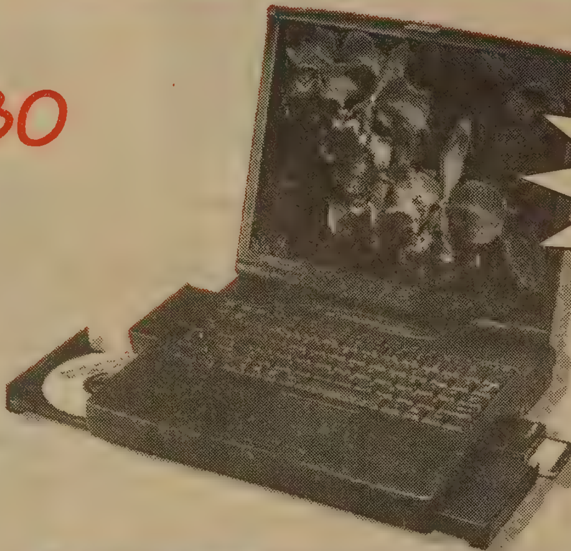

14.4 ACTIVE
Available 1024x768

DISPLAY	CPU TYPE	2.0GB	3.0GB	4.0GB	5.0GB
9750 (12.1") Dual Scan W/16MB CDROM OPTIONAL	P200 MMX	$1319	$1389	$1629	$1749
	P233 MMX	$1399	$1479	$1729	$1849
9780 (12.1") TFT w 20X CD & 16MB	P200 MMX	$1799	$1859	$2099	$2239
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9750 12.1" TFT Active Color Screen .... add $350
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- Video Capture Optional
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- 10X Fast CD-ROM (Optional)
- 16-Bit Full Duplex 3D Sound Card
- Smart Battery with Battery Gas Gauge Indicator

DISPLAY	CPU TYPE	2.0GB	3.0GB	4.0GB	5.0GB
2600 (12.1") Dual Scan W/8MB Optional CD-ROM	P200 MMX	$1369	$1429	$1669	$1799
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DISPLAY	CPU TYPE	2.0GB	3.0GB
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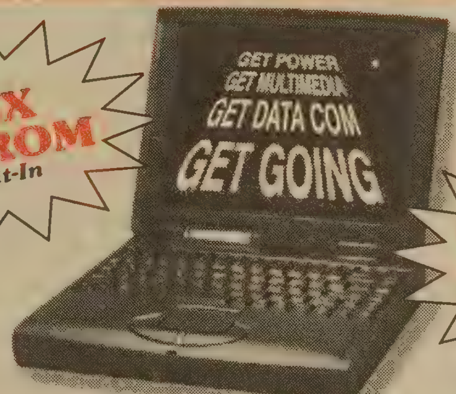
16X CD-ROM Built-In



Call for a 12.1" TFT & 13.1" Active Color

DISPLAY	CPU TYPE	2.0GB	3.0GB
6300 (12.1") Dual Scan w/8MB 16X CD-ROM	P200 MMX	$1389	$1449
	P233 MMX	$1459	$1539
6800XL (14.1") TFT [illegible] 20X CD/16MB	P200 MMX	$2279	$2339
	P233 MMX	$2349	$2399

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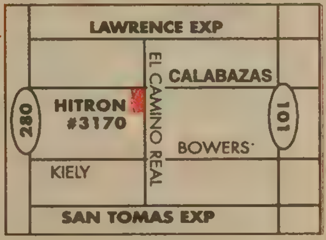

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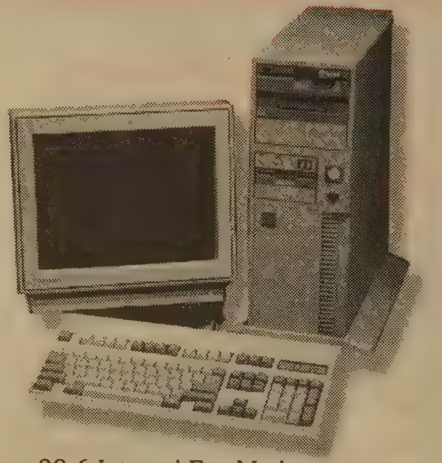

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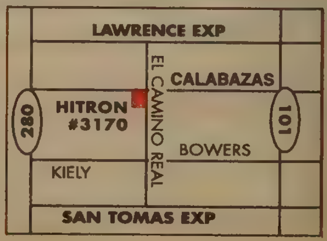

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ONLINE SERVICES • BY BILL GRAM-REEFER

AOL Gears For New Competition

Version 4.0 Improvements Are On The Horizon

America Online (AOL) shareholders cheered as that company's stock (NYSE:AOL) returned to a $100+ price per share in February. But for many long-term holders of AOL, it was more a sigh of relief, since last year the stock had fallen to a low of around $40. So for many investors the news was a financial wash, a return to normality—and perhaps a sign that the online giant with over ten million subscribers is poised to continue growth in the face of new competition.

More recently, AOL announced a stock split to make its offering even more attractive to another round of consumer capital. And they'd better rake in the dough for expansion now.

Formidable Competition

For on the horizon comes news that Yahoo and even Microsoft are floating plans to get into the online service game, too. Yahoo is talking about launching its own service, to be named later, that would be a first-stop portal to its own directory service and other content. The kids in Redmond hope to carve out some entry-level portal space for themselves with Microsoft Start, scheduled for possible release later in the summer.

Microsoft's idea of a "preferred portal" will feature Web-search capabilities developed by Inktomi, free email from recently acquired Hotmail, and software that lets users personalize data captured from the system's wide range of specialized databases. Microsoft Start will be a free service available to anyone with Internet access. Microsoft also hopes to use Microsoft Start as the introductory page to its own, existing MSN online service.

The idea, of course, is to make your site the gateway to the rest of the Internet, hoping that millions of users pass your way every day, generating mucho advertising dollars. Everybody's doin' it: Yahoo, Netscape, Microsoft.

No wonder AOL is busy upgrading its service and profits as it gears up for a new round of competition from these new competitors, as well as from some 4,400 Internet Service Providers (ISPs) including PacBell, Bell Atlantic, ATT Worldnet, and Netcom, on down to the hundreds of regional, local, and mom-and-pop providers that also hope to squeeze every added-value dollar out of subscribers who use local or national Internet access networks other than AOL's. It's a business.

The most obvious move by AOL you'll notice in April is a two-dollar increase to $21.95 as the monthly subscription price for unlimited use of AOL. The increased revenues are earmarked for investment in upgrading the system and service. This follows a $700 million investment last year used to beef up the world's largest dial-up network, and adding more than 1,000 customer service reps, and the development of AOL 4.0 software that should be ready pretty soon now.

> AOL announced a stock split to make its offering even more attractive to another round of consumer capital. And they'd better rake in the dough for expansion now; on the horizon comes news that Yahoo and even Microsoft are floating plans to get into the online service game, too.

According to Steve Case, chairman and chief executive officer of AOL, "members spend, on average, more than 23 hours a month online compared with just 7 hours before unlimited use pricing was introduced. In the last year alone, Web hits by AOL members have quadrupled to 700 million daily, and the number of email messages has more than tripled to 22 million each day."

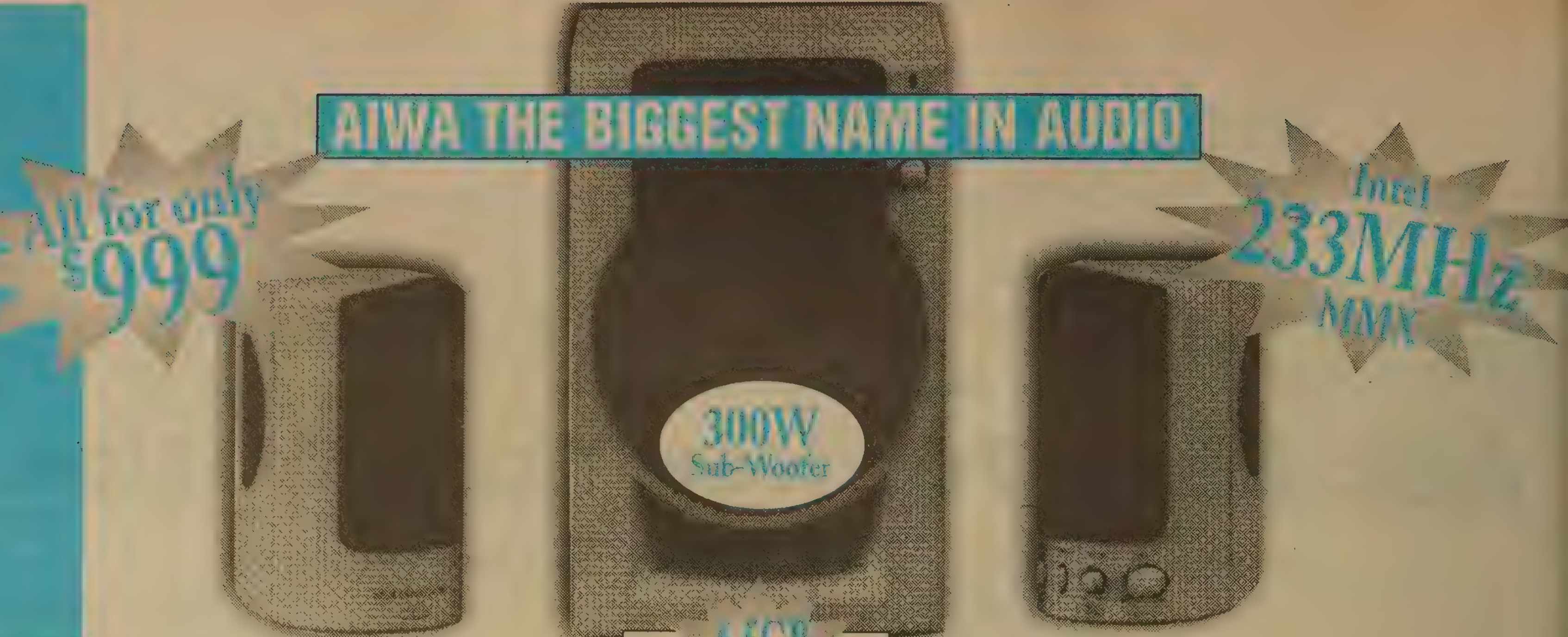
And because it's so busy, Case explains that, "Each additional minute our members spend online adds to our cost of delivering unlimited use service. Revenues from advertising, commerce and other sources continue to grow as anticipated, but they are not yet able to cover the growth in member usage. The price increase will help cover these costs and fund continued investments in network access, customer support, programming and technological innovation."

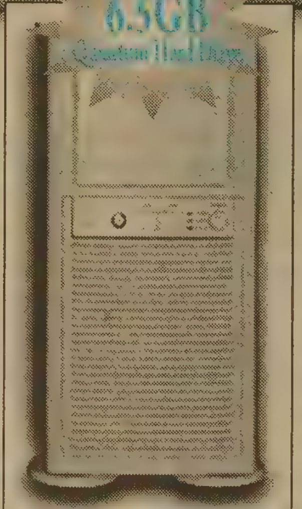
In addition to the increased buy-in for the unlimited service pricing plan, AOL will continue to offer its existing alternative pricing plans, including the "Bring-Your-Own-Access" rate of $9.95 monthly, which offers unlimited use of AOL members who already have an Internet connection; and the "Light Usage" plan of $4.95 monthly for the first three hours of use, with each additional hour costing $2.50.

AOL's Mail Improvements

Another obvious effort coming from AOL to upgrade your online experience includes several key improvements to its email environment.

continued on page 140





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Online Services *continued from page 137*

AOL's expanded Mail Controls include improved filtering tools that enable users to block junk mail from specific Internet addresses. Members will be able to choose to receive email from other AOL members only, or other AOL members and specific Internet addresses, including other online services and Internet sources. Parents can already approve or deny email recipients and sender lists for their children who use the service in the Keyword: Parental Controls setup area.

If you want to learn more about the Spam problem on AOL, go to the Keyword: Junk Mail. This site contains valuable tips on how to fight against unwanted email, FAQs with answers to questions about junk mail; information on how spammers acquire AOL screen names; and suggestions on how AOL members can forward junk mail they receive to the proper AOL mail police for review. Then AOL can investigate the source and block the originating domains. A lot of users feel that if this spam business alone can be cleaned up, AOL will become an even nicer place to be online without regard to any other technological innovations in the offing.

In this vein, AOL has pursued aggressive legal action against spammers such as Air Equipment (porn) and Prime Data Systems (get-rich-quick). Both companies have sent millions of unsolicited junk emails to AOL members, using falsified transmission data intended to defeat AOL's filters. In the Air Equipment case, AOL won a court order barring Air from sending unsolicited email to AOL members. Air dropped its challenge to the order barring it from spamming and agreed to pay AOL damages. Case precedent in tow, AOL has gone after other spammers and porn peddlers. The spammers AOL seeks an injunction against are IMS of Knoxville, Tennessee, Gulf Coast Marketing of Baton Rouge, Louisiana, and TSF Marketing and TSF Industries of Riverside, California.

According to this round of anti-spam, AOL claims the three companies have sent AOL members tens of thousands of unsolicited messages. Despite its cease and desist request, the companies continued to send unwanted mail using techniques designed to evade AOL's spam filters, including spoofing "aol.com" within their messages so the spam appears to have originated from within AOL. In this new round of charges, AOL is trying to show increased damages to itself by demonstrating that such spoofing creates a misperception that AOL condones or even permits the practice of sending spam. AOL also contends in its suit that TSF Marketing and TSF Industries have violated the Computer Fraud and Abuse Act in their harvesting of AOL Screen names.

On the anti-porn front, AOL has gone after LCGM, Inc. and Web Promo, both run by the same individuals and located in Madison Heights, MI. In its suit, AOL charges that the two companies violated state and federal laws by repeatedly spamming AOL members with advertisements from a host of domains

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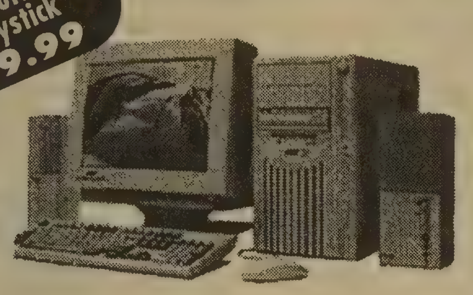

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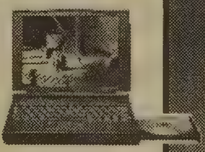

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Online Services *continued...*

including "live-video-sex.com," "pornjunkie.com," "hot-sex.com," and, among others, "xxxratedsex.com." In this suit AOL alleges that the companies forged the "aol.com" reference. Not only is AOL going after spoofers, but in this case it is also targeting the practice of including hypertext links to pornographic Web sites in junk email and then indiscriminately sending the spam to AOL members regardless of age, providing, in many cases, direct access to pornographic Web sites to thousands of minors daily. There are words for this kind of sleaze but they can't be printed here, nor would the Free Speech crowd enjoy the suggestion of castration as a remedy.

On the look and feel front, AOL continues to upgrade its system in anticipation of the forthcoming AOL 4.0 client interface. Late in 1997, AOL already put the process in motion with the Channel approach that AOL users now are familiar with. The channels group various interests together so that users have one splash page and easier navigation to multiple sites and off-shore surfing. Categories include the usual suspects: sports, travel, apparel; a new teen section was added in January. The channels are also dynamic in that a portion of the screen is given over to changing messages concerning events, feature tags, slide shows, graphics, and a few ads. The AOL Today area gives members tips on what's available around the clock on AOL. There's a Best-Of listing on each channel, a newsletter for that area and an introductory slide show for each grouping to help you figure out how to use it and what's there that may interest you. In all, the channel approach simply makes getting around AOL faster and easier.

New Software

AOL 4.0 for Windows and Mac OS is coming along nicely. I haven't previewed it myself so I won't bother you with reviewer guide notes. But I have heard from several testers that the ability to change your screen name while online and without having to log on again is a sweet timesaver for those that want to be able to change from perhaps a daytime screen name for business to a more relaxed avatar for after-hours chat rooms.

AOL is also extending its presence out into the non-AOL portion of the Internet by making its AOL Instant Messenger real-time instant messaging service available to users of Qualcomm's ubiquitous email client Eudora. Since its inception, Instant Messaging and Buddy lists have been a growing hit for AOL members (160 million Instant Messages sent per day on AOL alone). Now that capability is extended to the rest of the net. Starting with version 4.0, Eudora will come bundled with a co-branded version of AOL Instant Messenger, which includes AOL's Buddy List functionality.

AOL's Instant Messenger allows Internet users to send and receive private text messages from friends, family and business colleagues, and also lets users know when other registered AOL Instant Messenger users are online, making it possible to communicate. In addition to Eudora, Instant Messaging support has also been lined up between AOL and Lotus Notes and Netscape in separate deals. This means Instant Messenger partnerships give AOL the potential to reach, in some ways, as many as 60 million Internet users worldwide. Small world. ■

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Amiga Technology Australia *http://www.AmigaTech.com.au* Distribution of Commodore-Amiga computers and spare parts. [Exp. #179.]

Aspen Systems, Inc. *http://www.aspsys.com* Motherboards, workstations, and servers based on Digital Alpha, Intel Pentium Pro, and Sun UltraSPARC chip technologies. [Exp. #177.]

Astrology Software *http://ourworld.compuserve.com/homepages/kenneth_hirst* For shareware software, fonts, and metaphysical information. Astro-World provides print and screen interpretations for Radix (Natal), Synastry and Transit Horoscopes. [Exp. #179.]

AutoDoc 1.0 *http://www.osc.co.nz* AutoDoc is the latest technology in long document creation for the Microsoft Windows 95 and NT 4.0 platforms. [Exp. #177.]

Aware, Inc. *http://www.aware.com* Aware, Inc. is a worldwide leader in xDSL technologies! [Exp. #178.]

Brunsman Computer *http://www.pro-online.net* The Web site for all Brunsman and Proline computers. [Exp. #178.]

BugNet Alerts *http://www.bugnet.com* BugNet delivers the definitive word on the bugs in Microsoft's new FrontPage 98. [Exp. #179.]

Castelle *http://www.castelle.com* Castelle—pioneers of fax servers and print servers—offers products for LAN managers to optimize their network functions such as printing and faxing over the Internet and intranets. [Exp. #177.]

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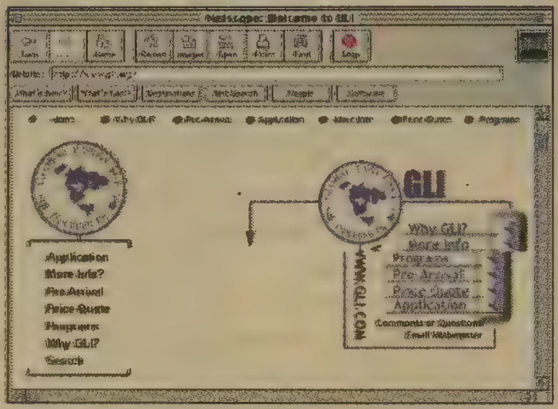
EAD Systems *http://www.ead.com* Providing monitor repair service in California and Massachusetts. [Exp. #177.]



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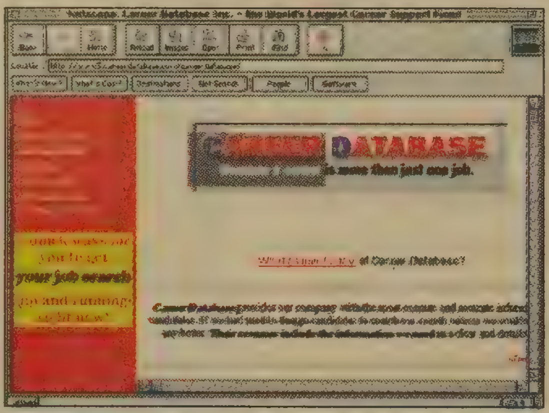

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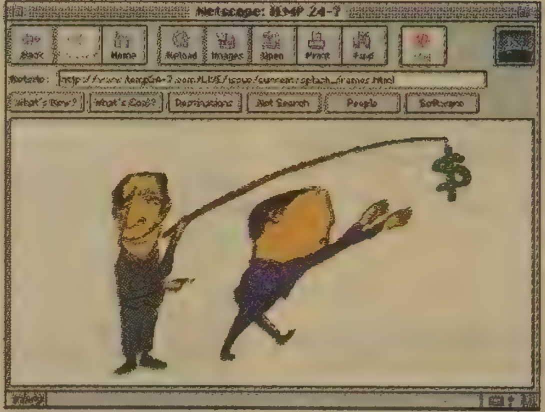

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FileMaker Pro Shopping Carts On The Web *http://www.blueworld.com/fmpro/carts/* The online directory of e-commerce Web sites using FileMaker Pro 3.0 and 4.0. Users can submit and search listings that showcase their online cyberstores. [Exp. #177.]

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LiveSpy Home Page *http://home.earthlink.net/~aoliver/LiveSpy.html* LiveSpy is a Windows 95 application that periodically updates your desktop wallpaper from an Internet camera. [Exp. #177.]

Low End Mac *http://www.mactimes.com/lowend/* Because sooner or later, every Mac becomes low end. [Exp. #178.]

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Scanwell Home Page *http://www.scanwell.com* [Exp. #178.]

Sea Breeze Computers *http://www.seabreezecomputers.com* Computers sales and service for Watsonville and Santa Cruz area. [Exp. #179.]

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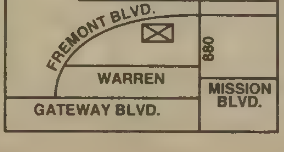

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AMULET Consulting *http://www.amuletc.com* We integrate Web site design with database software development; check out our vast range of services. [Exp. #177.]

Armasoft Web Design *http://www.armasoft.com* Web design and hosting. [Exp. #179.]

AXIS Partners *http://www.axispartners.com* Specializing in Web design, site architecture and navigation, content targeting, and intranet deployment. [Exp. #179.]

Basic HTML Tags *http://www.geocities.com/Athens/Acropolis/5969/index.html* Calkid's University, offering lessons on HTML. [Exp. #177.]

Black Kat Design Group *http://www.black-kat.com* Black Kat Design Group creates extraordinarily beautiful and unique Web sites and offers hosting and maintenance. [Exp. #177.]

BSC-Net *http://www.bscn.com* ISP—low rates for all your Internet needs. [Exp. #178.]

Business Mall *http://www.webbusiness.com* Free Web page with hosting, $13.50/month. Internet advertising services. [Exp. #179.]

CompuAll Internet Services *http://www.compuall.net* Professional Web site programming and design from $45 per page. Hosting and dial-up from $9 per month. [Exp. #177.]

Creative Computer Solutions *http://www.hooked.net/~davemark/mactech.html* Web design for small businesses, schools, and individuals. Macintosh tech support and training also available. [Exp. #177.]

Dana Point Communications *http://www.beach.net* A network systems integrator specializing in designing custom business applications for Internet and intranets. [Exp. #177.]

Datability Web Presence Provider *http://www.datability.com* A full service Web presence and design provider. [Exp. #177.]

deBarcode *http://www.deBarcode.com* deBarcode helps you to locate a company's Web site if you know its U.P.C. barcode. [Exp. #177.]

DG Publishing Online *http://www.dgpublishing.com* Free Web site promotion software. Automatically submit your URL to over 400 search engines. [Exp. #179.]

Digital Systems Design *http://www.dsysd.com* Web site design services: Web database publishing, online commerce, search engine registration, and animation. [Exp. #177.]

EdgeWorld Internet Services *http://www.edgeworld.com* Wanna Web site? Affordable design and marketing. Hosting for under $5/month. [Exp. #178.]

Free Basic Business Listings *http://www.worldprofit.com/bzmall/bzgonzalez.htm* Internet advertising. [Exp. #177.]

FreeCode *http://www.freecode.com* FreeCode archives the source code for over 300 Windows- and UNIX-compatible Web applications written in C/C++, Java, Perl, or Visual Basic. [Exp. #177.]

French Kiss *http://www.anes.com/FrenchKiss* This Web site provides people with a nice Java chat client. You can also set-up your own chat room by inserting the French Kiss applet on your Web site—for free. [Exp. #177.]

The Georgia Connection! *http://www.gaconnection.com* Web hosting, development, and advertising as low as $8.95 a month. [Exp. #177.]

Gizmo Beach Web Design *http://www.gizmobeach.com/* A Web design company that specializes in dhtml, databases, and custom programming. [Exp. #179.]

HieroWeb Interactive *http://www.hiero.com/* HieroWeb Interactive develops, creates, and maintains sites on the Internet. [Exp. #179.]

High Tech Web Hosting Services *http://tophost.net* 250Mb Web hosting. Yourname.com starting at $9.95. [Exp. #178.]

Human Ingenuity Industries *http://www.ingenuity.net* Turnkey solution provider: Web design, consulting, hosting, networking systems, and parts. We take you each step of the way. [Exp. #177.]

I-Browse, Inc. *http://www.i-brow.com* Full-service Web site development and marketing that put your business ahead of the competition. [Exp. #177.]

IBM's Ultimate Resource for Java Developers *http://www.ibm.com/java* [Exp. #178.]

InfoPoint, Inc. *http://www.infopoint.com* Web Presence Provider. [Exp. #178.]

Inside Java *http://www.inside-java.com* Inside Java provides a showcase of the latest Java topics with advanced Java examples, tutorials and a forum. [Exp. #177.]

Internet Hackers Cave *http://members.tripod.com/~me_myself_i/index.html* Hackers tools, music stuff, free email, free Web sites. [Exp. #178.]

Internet Presentations *http://www.ipresent.com/clients.htm* Web design, Internet/intranets, secured sites, and audio/video streaming. [Exp. #177.]

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The MonkeyPool *http://www.monkeypool.com* We're a team of experienced Internet writers and editors who provide comprehensive content solutions for corporate Web sites. [Exp. #177.]

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continued on page 150

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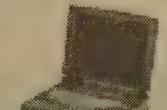

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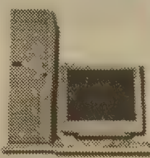

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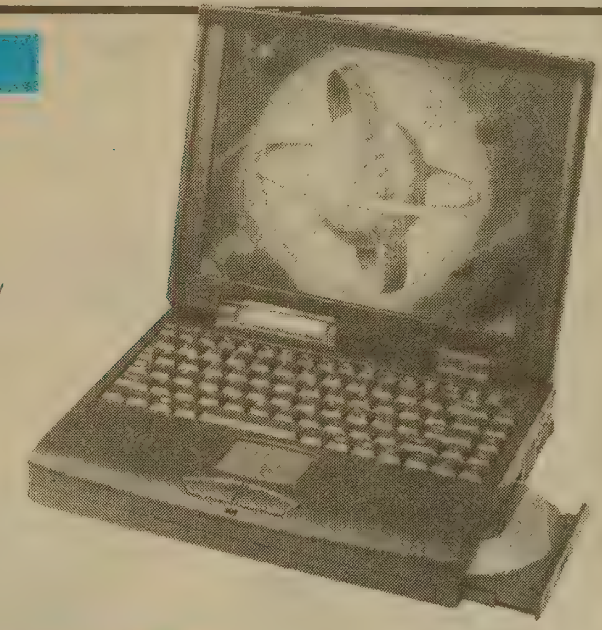

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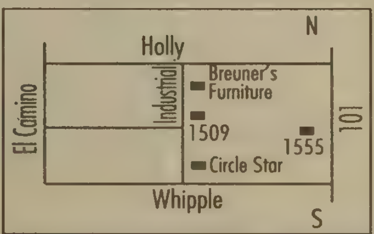

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Online Guide

Web Page Listings

continued from page 146

No-Nonsense Email *http://www.ynnmail.com* Free secured email and secured data vault service. [Exp. #177.]

Nucleus Information Systems *http://www.nis-inc.com* Internet commerce software and services. [Exp. #178.]

Octadrive Production *http://www.octadrive.com* [Exp. #179.]

Omega Digital Media's Home Page *http://www.omegadm.co.uk* An Internet/intranet multimedia consulting company. [Exp. #178.]

Outta Site Web Design *http://www.drjack.com/outta_site* Creative Web page design and consultation. Large graphics and animation library. Great prices. [Exp. #179.]

P-Net *http://www.p-net.com/* P-Net offers complete design, service, and support for your Web pages, including HTML coding, CGI scripting, and scanning. [Exp. #177.]

Paradigm Exchange *http://www.tpex.com* Learn how the Paradigm Exchange is leading the world onto the Internet. [Exp. #177.]

Paradomain Corp. *http://www.pdc.net* Providing Internet services since 1993: 56Kflex access, 50MB Web sites $29.95. Covering all of Southern CA. [Exp. #177.]

Ralenti Quickfind Building Product Information *http://www.ralenti.co.nz* Specializes in Web site design for the building Industry. [Exp. #177.]

Sponsor Town *http://www.hypermart.net/sponsortown/main.htm* Free Internet service: listing of free home pages, shell accounts, counters, and sponsors. [Exp. #177.]

Start Your Own ISP! *http://www2.apc.net/apcdocs/virtuali.htm* All-in-one hardware solution to get you started on your way to creating a lucrative Internet business! Easy and affordable! [Exp. #177.]

SurfIndia *http://www.surfindia.com* The most comprehensive Web service on India. [Exp. #177.]

Time Sheet *http://www.huffman.to/software/timesheet* Time Sheet is a dynamic HTML form used by employees for entering, calculating, and submitting hourly work records. [Exp. #177.]

Tuitionsoft *http://www.tuitionsoft.com* We are multimedia and Web site developers. [Exp. #178.]

Ultra-WebTools *http://www.ultra-webtools.com/* Free manuals on Internet topics, as well as remote CGI script hosting and other resources for Web authors and browsers. [Exp. #177.]

Virtual Spaces Web Hosting *http://www.virtual-spaces.com* A low cost Web hosting company offering many pre-configured scripts free. [Exp. #178.]

Virtualis Systems Web Servers *http://www.virtualisys.com/vr/mjuneau/* Purchase virtual server space with your own domain name for less. [Exp. #177.]

Web Edge *http://www.webedge1.com* Web page builders and hosting. [Exp. #179.]

Web Page Design *http://www.tnapowerteam.com/webmaster/design.htm* Web page design service. [Exp. #177.]

Web Precision *http://www.webprecision.com* Offering Web design and hosting, custom HTML, CGI, Java, graphics, and more. All customers get free marketing info. [Exp. #179.]

Web Site Garage Web Site Analysis *http://www.websitegarage.com* Check HTML, META tags, spelling, design, download, and links. Improve ranking on search engines. [Exp. #177.]

Web4All *http://www.web4all.it* [Exp. #178.]

WM Central *http://www.wmcentral.com* Download the latest Web news, articles on webmaster-related topics, tools, books, dhtml resources, and a free monthly newsletter. [Exp. #178.]

WOLNET *http://wolnet.com* Complete Internet Service Providers. [Exp. #178.]

Wrox Ultimate HTML Reference Database *http://www.rapid.wrox.com/html4db* Covering all the HTML tags and attributes, together with descriptions, permissible values, and the equivalent CSS properties. [Exp. #177.]

ZapMap *http://www.zapmap.com* Interactive, vector-based geographic hotspot directory of Web sites in Silicon Valley, written in Java. [Exp. #177.]

SERVICES & PRODUCTS FOR SALE

21st Century Nutriceuticals *http://www.21stcn.com* Preventative nutrition, weight loss, health. [Exp. #178.]

Alan Gordon Enterprises, Inc. *http://www.A-G-E.com* Sales and rental of motion picture film and video product equipment and animation drawing discs. [Exp. #177.]

Alquimavi Executive Transportation *http://www.limomex.com.mx* Limousine service In Mexico. [Exp. #178.]

American Heritage Genealogy Imaging, Inc. *http://www.a-h-i-inc.com* [Exp. #178.]

Asian-European Trading Company *http://www.shing-cheong.com* We are trading all kinds of goods, from Asia to Europe and from Europe to Asia. [Exp. #178.]

Astron Computer Desk *http://comdesk.com* Computer furniture workstations for home or office. 35-40% discount off list price. We ship to all states. [Exp. #178.]

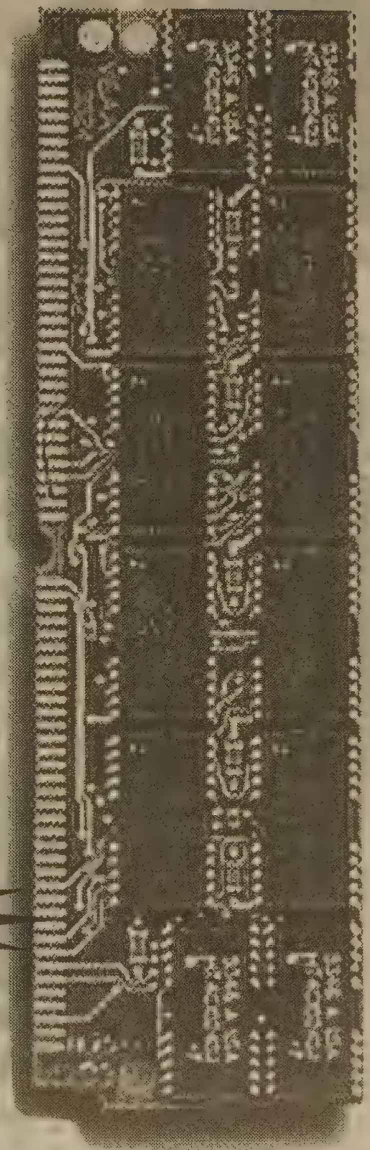
Autowest Dodge In Fremont *http://www.teamautowest.com* [Exp. #179.]

Babe's Bears & Dolls *http://www.cshore.com/babebears/index.html* Teddy Bears and doll collectibles. [Exp. #178.]

Bellair Express *http://www.bellair.com* Bellair Express home page for shippers. [Exp. #178.]

Belton Enterprises Home Page *http://www.belton.co.nz* Index page to Belton Web site, offering online services, and company profile. [Exp. #178.]

DON'T TRASH IT, CASH IT!



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1x9-80	$3.00
2x8	$4.00
2x32	$13.00
4x32	$28.00
1x32	$7.00

CPU	
ITEM	PRICE
AMD K5-100	$40
AMD K5-133	$45
AMD K5-166	$50
AMD K6-166	$60
AMD K6-233	$145
AMD K6-200	$115
CYRIX 6x 8-200	$35
IBM 6x 86-166	$35

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Web Page Listings *continued...*

Beverly Hills Premiere Tour Operator *http://www.bhpremiere.com* US inbound tour operator specialized in medical conventions. [Exp. #179.]

Bingenheimer Design Communications, Inc. *http://www.bingenheimer.com* Interactive and conventional design and advertising firm. [Exp. #178.]

Bockstanz Cleaning Solutions *http://www.bockstanz.com* Cleaning solutions for today, tomorrow and beyond. [Exp. #178.]

Borrego Pinks *http://www.quikpage.com/t/thestand* Mail order business for grapefruit and oranges. [Exp. #178.]

BPG International *http://www.bpgi-inc.com* BPG International—a callback long distance phone service in telecommunications. [Exp. #178.]

Bray Health And Leisure *http://www.bray.co.uk/* Manufacturers of health, beauty, and bodycare products. [Exp. #178.]

Bremer Communications *http://www.bremercommunications.com* Image training and consulting. [Exp. #178.]

Bruin Signs and Graphics *http://members.aol.com/bogiebabe/signs.html* Quality signs and graphics at affordable prices. [Exp. #178.]

Bumble Bee Tuna *http://www.bumblebee.com* Bumble Bee Tuna—a healthy, dolphin safe, seafood snack. [Exp. #178.]

Bunny Graphics, Inc. *http://www.bunnygraphicsinc.com* Providing the latest in promotional products such as mousepads, mugs, magnets, pens/pencils, calendars, and much more! [Exp. #177.]

Cafe Mondial *http://www.cafe-mondial.com* Distance training, telework, multimedia, and IT. [Exp. #178.]

Cake Decorating *http://www.beryls.com* Importer of British cake decorating products. [Exp. #178.]

Celtic Dreams—Internet Gift Service *http://www.puffin.force9.co.uk* Celtic gifts wrapped and delivered with your own message. [Exp. #178.]

Cissell Manufacturing *http://www.cissellmfg.com* Commercial clothes dryers and conveyors. [Exp. #178.]

Computer Again *http://www.web4free.com/ComputerAgain* Our service allows consumers to buy and sell their used computer equipment, with security. [Exp. #177.]

Craftsmen In Leather *http://www.cileather.com* Hats, caps, clothing, wallets, purses, belts, buckles, and gifts. [Exp. #178.]

Cristina Mejias *http://www.latinamericanhr.com* For companies doing business in Latin America, find information on our Human Resource services. [Exp. #178.]

Diasonics Sonotron *http://www.diasonics.at/* Ultrasound medline medical informatics. [Exp. #178.]

Discount Phone Cards *http://ld.net/lowcost* Order online safely. 15.9 cents/ min. phone cards. [Exp. #177.]

Divers Discount Supply *http://www.diversdiscount.com* Online catalog for scuba gear sales. Diving information. [Exp. #179.]

Dr. Leonard H. Goldsmith *http://www.drgoldsmith.com* Dentist in General Practice. [Exp. #178.]

Electronic Prospecting *http://www.electronicprospecting.com* [Exp. #179.]

Evian Natural Spring Water *http://www.evian.com* Your source for living well. [Exp. #179.]

Extraordinary Knives *http://www.seagren.com* Very high-end custom, handmade and factory knives. [Exp. #178.]

EZ Calm *http://www.masterm.com/ez_calm.html* Health Web site: relieve stress, overcome substance abuse, hospital tested. [Exp. #179.]

Ez2c Targets *http://www.ez2ctargets.com* You'll know when you hit the mark with Ez2c targets. [Exp. #178.]

Ferguson Investigation Agency *http://www.ferguson-investigation.com/yourpage.html* Private investigation agency. [Exp. #178.]

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3COM 3C509B-TP0 Single/5/20-Pk	60/283/1,049
3C509B TP&BNC/5/20-Pk	72/341/1,299
3C529B TP/ MCA/5-Pack/30Pk	230/987/5,480
3C900-TPO/5PK/20PK	94/410/1,472
INTEL EE Pro/10+ w/o Flash TP/5-Pk	57/264
EE Pro/10+ w/o Flash 20-Pk/80-Pk	956/3,630
SMC EtherEZ 10BT Single/5Pk	59/276
EtherEZ 20-Pk/50-Pk	1,020/2,359
EtherEZ Combo/5Pk/20Pk/50Pk	68/324/1,202/2,735

Fast Ethernet 10/100 MegaBit Cards

3COM 3C515 Etherlink 10/100 ISA Single/5-pk	162/770
3C515 Etherlink 10/100 ISA 20-pk	2,841
3C905BTX 10/100 PCI Single/5-Pk	97/455
3C905BTX 10/100 PCI 20pk/60pk	1,700/4,773
3C597 10/100BaseT EISA/5-Pk	246/1,187
ADAPTEC ANA-6944A/TX 100BTX PCI 4-Port	911
AsanteFAST 10/100 PC & MAC PCI/5-Pk	151/738
COMPAQ Netelligent PCI 2 port 10/100	295
INTEL EExpress Pro 10/100 PCI/5-pk	87/414
EExpress Pro 10/100 PCI 20Pk/80Pk	1,400/5,120
EExpress Pro 10/100 EISA	260
EExpress Pro 100 PCI Server card/5Pk	511/2,373
EExpress Pro 100 Plus PCI 10/100/5Pk	91/436
EExpress Pro 100 Plus PCI 10/100 20Pk	1,607
OLICOM OC-2335 MCA 10/100 Fast Ethernet Card	240
SMC 9432 PCI Single/5/20/50Pk	74/343/1,200/2,718

Fast Ethernet Hubs

3COM Office Connect 4 100TX ports/8 100BTX	204/367
Office Connect TP1200 12 100TX ports	537
3COM 3C250C-TX 12 100 BASE TX Stackable Hub	798
3C250C-TX 24 100 BASE TX Stackable Hub	1,560
12-pt Dual Speed Hub 500 10/100 12/24 Pt	936/1,392
ASANTE AsanteFast 12-pt 100 BaseT Hub	1,000
Friendlynet 16 100BTX	1,016
BAY NETWORKS BayStack 202 12 100BTX	1,270
CISCO Fasthub 16 100BTX	828
COMPAQNetelligent 1224 24 port Dual Speed Hub	1,736
HP AdvanceStack 12 100BTX/with MGMT	1,026/2,052
INTEL Express 8 port stand alone hub 100BaseTX	480
Express 10/100 Stackable Hub 12-pt/24-pt	1,096/1,595
MICRODYNE Century 6 Port 100BaseTX hub	364
NETGEAR FE104 4 100BTX/FE108 8 100BTX	139/231
FE508 8 100BTX Stackable	464
FE516 16 100BTX	754
SMC EZ Hub 100 8-pt 100BTX Hub	463
TIGERSTACK 100 12-pt 100BTX SMC5312TX	1,140
TIGERSTACK 100 24-pt 100BTX SMC5324TX	1,821

Token Ring

3COM 3C319 TokenLink Velocity Single/5-Pk	218/1,050
3C339 Tokenlink Velocity PCI TR Single/10-pk	274/2,323
IBM Turbo TR 16/4 Type1/ 3 Single/PCI	216/296
INTEL Token Express Pro 16/4 ISA	271
MADGE Smart 16/4 ISA TR card/PCI	229/288
PROTEON P1394+ Token Ring 16/4/10-Pk	218/2,129
SMC Token Ring Elite 16/4 Single/12-pack	220/2,431

PC Card/Card Bus Adapters

3COM 3C589 PC Card 10BT/COMBO	137/186
3C389 Tokenlink Velocity PC Card	283
3C562D-TP PC Card Enet 33.6/Fax/5-Pk	274/1,285
3C575-TX PC Card XL 10/100/5PK	157/745
IBM PC Card Coax/TP Adapter	242/261
Turbo 16/4 TR PCMCIA2 Adapter	294
INTEL EtherExpress Pro/100 Mobile 16-BIT	150
EEPro/100 Mobile 16BIT 5PK/20PK	714/2,610
EEPro/100 Mobile 32BIT SINGLE	158
EEPro/100 Mobile 32BIT 5PK/20PK	756/2,691
XIRCOM Pocket Adapter III 10BaseT	291
Pocket ENET III COMBO(BNC & 10BaseT)	325
PC Card IIPS 10BaseT/Combo/TR	147/183/346
CREDITCARD ENET 10/100+ FLEX/56MODEM	342
PC Card Enet 33.6 Modem & Fax 10BT/Combo	279/315
Card Bus 10/100BTX (CBE-10/100BTX)	199

Ethernet Hubs/Concentrators

3COM SuperStack II Entry Hub 12/24	218/343
Office Connect TP4 3C16704 4 10BaseT	63
Office Connect 8-pt Hub TPO/TPC/TPM	83/122/397
OfficeConnect 16 TP, 1 BNC	214
SuperStack II PS Hub 40 12-pt/24-pt	502/884
SuperStack II PS Hub 50 24-pt	1,189
SuperStack II Hub 10 24-pt/Mgmt Module	660/466
Redundant Power Supply	1,032
SMC EtherEZ 8 port TP w/ BNC	**99**
ASANTE 8-Port w/AUI&BNC/12-Ports/24 Ports	121/211/323
BAY NETWORKS CG1001E01 BayStack 12-pt	595
CG1001E02 BayStack 24-pt	982
800 8-pt /2800A 16-pt	195/572
HEWLETT PACKARD AdvStack 8-port/16-port	138/295
AdvanceStack 12-pt/24-pt	461/868

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AdvanceStack Switch Module for 12-pt or 24-pt Hub	662
AdvanceStack Management Module J2603	466
AdvanceStack w/Mgmt Module 12-pt/24-pt	530/934

Ethernet Switches

3COM SSII SW1000 12 10BT,1 100BTX **(PROMO)**	**869**
SSII Switch 1000 24 10BT, 1 100BTX **(PROMO)**	**1,248**
SuperStack II Switch 3000 12-pt 10/100 Switch	**1,258**
SuperStack II Switch 3000 8-pt 100BTX	2,036
SuperStack II Switch 3000 5-pt 100BFX	6,022
SuperStack II Desktop Switch 24TP,1 100BTX	1,247
SuperStack II Switch 320 12 10BT, 2 10/100BTX	726
OfficeConnect Switch 140 4-10BT,1-100TX	745
ASANTE ReadySwitch 4 RJ45, 1 Fast Ethernet	1,253
IntraStack 6014 DSB 12 10/100 ports	2,455
BayStack 301 22 10BT, 2 100BTX	2,727
BayStack 302 8-10BT, 1-100BTX	1,772
BayStack 303 24 10BT, 1 10/100BTX	1,138
BayStack 304 12 10BT, 1 10/100BTX	906
BayStack 350T 16PT 10/100BaseTX switch	2,098
BayStack 350F-HD 24PT 10/100BaseTX switch	3,414
CISCO CATALYST1900 12 10BT/1 100BTX	1,230
24 TP,1-100BTX,1-100FX	2,010
CATALYST 1900 24 10BaseT,2-100BTX	1,607
HP AdvanceStack Switch 208 8-10BT,1-100BTX	780
AdvanceStack Switch 224 24-10BT, 1-100BTX	1,201
AdvanceStack 800T 4 100BTX, 4 Open	1,560
AdvanceStack 2000 6-slot chassis	1,776
AdvanceStack 2000 2 100BTX module J3191A	888
AdvanceStack 2000 4 10BT module J3102A	888
INTEL ES101TX 8 PORT 10/100 Switch	2,191
ES101MATX 2 PORT 10/100 TX module	1,026
NPI Nuswitch FE200TT PLUS 2 10/100 ports	375
FE200TF PLUS 1 10/100 TX & 1 10/100 FX	680
FE-210 2-100TX, 10-10BT	900
FE-106 1-100TX, 6-10BT	899
FE-224 2-100TX, 24-10BT	1,306
FE-600 + 5-100TX, 1 Open slot	833
NETGEAR SW510 8 10BT + 2 10/100BaseTX	619
SW518 16 10BT + 2 10/100BaseTX	923
FS102 2 10/100 + 2 uplink	252
FS104 4 10/100 + 1 uplink	458
FS508 8 10/100 + 1 uplink	1,223
SMC EZSwitch Plus 6-10BT, 2 100BaseTX	958
TigerSwitch 8+8TX, 8 10BT+8 100BTX switch	1,670

Stackable Fast Ethernet Switches

3COM SSII Switch 1100 12 10BT, 2 100BTX	1,099
SSII Switch 1100 24 10BT, 2 100BTX ports	1,466
SSII Switch 3300 24 ports 10/100BTX ports	2,568
SSII Switch Matrix Cable/Module	100/CALL
SSII Switch 3900 24 10/100 ports, 1 GBit port	5,354
SSII Switch 3900 36 10/100 ports, 1 GBit port	6,443
INTEL ES510T 24 PORT 10/100 Stackable Switch	3,229
ES500MTX 4 PORT 10/100 Module for 500 Switch	694
ES500MFX 2 PORT 100FX Module for 500 Switch	1,039
ES500MSI Stack interface Module to stack 2 switch	208

Tape Backup Solutions

CHEYENNE ARCserve v6.1 NLM 10 Users	271
ARCserve for NW Single Server, Unlimited Users	452
ARCserve for IntranetWare for Small Bus	241
ARCserve v6.1 WRKGRP-Up to 25/Over 25	479/1,156
Changer Option for ARCserve/Push Agent	423/300
Windows NT Agent for ARCserve	330
NetWare Server Suite(Arcserve, Faxserve, Inoculan)	615
Open File Agent for NW/Disaster Recovery	426/324
SEAGATE Backup Exec 1 Server 25 Users	329
Backup Exec Single Server/Enterprise NLM	462/922
Backup Exec Autoloader Option	393
Disaster Recovery Option for NetWare	327
STAC Replica for NetWare/Multi-Server Option	419/713
EXABYTE EXB-8700LT 8mm 7-14GB drive only	720
EXB-8700SW 8mm 7-14GB w/ Server software	1,002
HP C1554 DDS3 4mm 12-24GB DAT Int/Ext	1,045/1,145
C5648A 72-144GB DDS3 autoloader	2,744
C1559 Surestor Ext 72-144GB DDS3 autoloader	3,598
C1536 DDS 4mm 2-4GB DAT Int/Ext	635/735
C1599 DDS2 4mm 4-8GB DAT Int/Ext	748/848
C1553 24-48GB Autoloader Int/Ext	2,230/2,530
SONY SDT-9000 4mm DDS3 24GB Int/Ext	1,372/1,417
SDT-9000 w/Arcserve Enterprise Int/Ext	2,329/2,432
TECMAR WangDAT 3900 DDS3 12-24 GB DAT Int	1,115
WangDAT 3900 DDS3 12-24 GB DAT Ext	1,240

Remote Access

3COM Office Connect Boundary Router 3C8841A	1,244
Office Connect Remote 511 ENET,ISDN	586
Office Connect Remote 521U ENET, ISDN, POTS	733
Office Connect Remote 531U ENET, ISDN, ASYNC	1,098
Office Connect Remote Dual Analog	547
ARTISOFT InSync Modemshare 1/2/4/8Pt.	108/187/348/592
CISCO 2501 1 ENET, dual serial router (software req)	1,906
2514 2 ENET, dual serial router (software req)	2,340
EMULEX Connect Plus 2 ports/8 Ports	582/2,262
NOVELL NetWare Connect 2	309
NetWare Connect 8/32 pts	1041/3,405
NetWare Connect 2-port w/Modem and Serial I/O	845
NetWare Connect 8-port w/Modem and Serial I/O	2,912
SHIVA Netmodem/E 28.8	871
AccessPort/D Enet ISDN router	690
Lanrover/E Plus w/2 Async ports/4 Async	1,334/2,532
Lanrover/E Plus w/2 v.34/8 PT w/4 v.34	1,771/3,320
Lanrover/E Async 8 Async/8 v.34 modems	2,810/4,528
DIGI INTERNATIONAL Digi 2-Pt/4-Pt/8-Pt	200/455/588
Acceleport 8EM w/RISC CPU, DB25 ISA/PCI	673/673

WAN Connectivity

3COM Impact IQ 3C882	216
ASCEND Pipeline 15 w/ 2 POTS ports NT1	325
Pipeline 25-FX Bridging	457
Pipeline 50 w/NT1, COMP, IPX,IP/ with Firewall	604/946
Pipeline 50 w/ 1 Lease 56 & 1 SW56	1,196
Pipeline 75 Multi IPX, IP, 2 Analog	679
Pipeline 75 Multi IPX, IP, 2 Analog with Firewall	1,026
Pipeline 130 w/FT1,T1,ISDN	1,386
Pipeline 130 ISDN & L56/SW & L56	1,342/1,412
Max 200 Plus w/4 BRI Cards	3,043
CISCO 762 ISDN Rtr/Cisco 766 w/2 Analog Pts	544/668
Cisco 772 4-10BT/Cisco 776 4-10BT, 2 Analog	622/746
HP AdvanceStack Internet Router Card J3138A	2,773
SHIVA Lanrover/E Plus 1-BRI ST, v.34, 3 CHAN	1,918
Lanrover/E Plus 2-BRI ST, 4 Channels, Enet	2,075
Lanrover/E Plus 4-BRI ST, 8 Channels, Enet	3,929
US ROBOTICS Sportster ISDN adapter	188
DataBurst Ext. Parallel Port ISDN w/NT1	275
Paradyne 7610 56/64K DDS CSU for Frame Relay	336
3150 T-1 Frame Relay CSU	1,157
ADC KENTROX D-SERV FrameRelay 56/64CSU/DSU	347
D-SERV FrameRelay up to T1 CSU/DSU	978

Internet Solutions

3COM OfficeConnect Gateway 535 ISDN IPX to IP	1,326
BAY NETWORKS Instant Internet 100 1 ENET/ISDN	757
Instant Internet 100 w/ 1 Enet, 33.6 modem	602
Instant Internet 100 w/ 1 Enet, 56K X2 modem	757
Instant Internet 20 Usrs 1 Enet w/33.6k	1,896
Instant Internet 20 User, 2 Enet w/ 33.6 modem	2,086
Instant Internet 20 Users, 1 Enet w/ ISDN	2,200
Instant Internet 20 Users, 2 Enet w/ISDN	2,403
Instant Internet 10-User Add-On Pack/30 Users	202/402
100 Users w/ Dual-Enet & DDS support	3,159
100 Users w/ Dual-Enet & T1 CSU/DSU	3,821
CISCO Microweb Server	907
FARALLON Netopia Internet Router IP/Appletalk	1,061
Netopia Internet Rtr TCP/IP 29-Users/.Unlimited	664/867
RAMP Networks WebRamp Entre	672
WebRamp IP ISDN Router/IPX Router	598/1,169
WebRamp M3 IP Rounter w/ 3 Serial ports	342

Network Printing Solutions

CASTELLE Office Connect Print Server (2P)	276
LANpress 3P/100 (10/100BTX)	374
HEWLETT PACKARD JetDirect 150X 1 port, IPX	172
JetDirect EIO 10/100 Print Server J3113A	344
JetDirect 10BT MIO	339
JetDirect Combo MIO BNC/10BT	389
JetDirect Card for 10/100Base-TX J2556B	407
JetDirect Ethernet EX Plus/ EX Plus 3	306/357
JetDirect Token Ring EX/EX Plus3	567/682
INTEL Netport Express Pro 10BT Int(MIO)/3 Pack	299/747
NetportExpress Pro 10BT Ext. 2P/1S/3 Pack	391/1,068
NetportExpress Pro 100 10/100BTX 1P/3Pack	273/739
NetportExpress Pro 100 10/100BTX 2P/1S	390
NetportExpress Pro 100 10/100BTX 3PK	1,068
NetportExpress Pro Token Ring	548

Network Fax Solutions

3COM Office Connect Fax Server (1L)	1,277
CASTELLE FaxPress 1500 1-Line/2-Line	1,970/2,365
Faxpress 3000 2-line/FaxPress 3000 4-line	2,948/3,574
Faxpress 3500 2-line/FaxPress 3500 4-line	3,434/4,088
CHEYENNE FaxServe NLM 5/10/25	393/717/1,177
FaxServe NLM 50/100/250	1,816/2,533/3,801
FaxServe for WinNT 5/10/25/50 Users	240/421/846/1,331
LANSOURCE FAXport 5 Users/10 Users	273/406
FAXport 25/50/100	676/999/1,300
FAXport 4 modem add-on	204
FAXport 5 User add-on/Unlimited Users	204/1,900

Uninterruptible Power Supplies

APC Back-UPS 400/450/600	151/185/256
Back-UPS Pro 420/650/1000/1400	251/310/404/521
Powerchute Plus for Novell/Unix/Windows NT	99/149/99
Smart-UPS 700NET/1000NET/1400NET	389/540/671
Smart-UPS 2200NET/3000NET	1,067/1,788
Matrix 3000/5000/Smartcell	3,720/4,616/537
SNMP Agent for Novell/SNMP Mgr for Netware	125/145

Cable Testers & Supplies

ALLENTEL AT680RJ45 Crimper	50
AT10K Crimper Kit w/5 DIES & case	259
RJ45 10 BaseT Connectors (100 pak)	40
10Base-T Cable (1000' min) LV3/LV 5	100/200
FLUKE LAN CableMeter 620/CableMeter 650	728/1,760
MICROTEST Cable Tester	300
Penta Scanner w/Super Injector	3,019

E-Mail

MS Exchange Server Single w/ 5/10/25	1,014/1,368/2,160
Exchange Server Enterprise w/25/50 Clients	4,099/5,429
Exchange Add'l Clients 5/20	366/1,160

Network Management

3COM Transcend Workgroup Mgr for Windows	461
Transcend Enterprise Mgr for Windows	2,453
HP Openview Pro. Suite	1,037
INTEL LanDesk Mgmt Suite 5/10/100 users	522/696/4,240
LanDesk Server Manager Pro	1,232
NOVELL LANalyzer for Windows	1,021
NetWare LANalyzer Agent Multi-Segment	1,178

Network Utilities

CHEYENNE AuditWare for NDS 100/Enterprise	460/851
Directory Mgmt. Combo/Enterprise	850/1,951
InocuLAN Wrkgrp/1Svr-Unlimited	301/648
InocuLAN 5 Svr-Unlimited Users	2,363
InocuLAN Option v4.0 for AS 6	313
INTEL LanDesk Virus Protect Single Svr NW&NT	329
Single Svr w/ unlimited clients	1,055
Client Access License for LanDesk Virus Prot 5/25	94/482
SEAGATE Prepare! Disaster Recovery SW	459

VINCA Server Mirroring

VINCA Campus Standby Server Software for NW	2,955
Standby Server NetWare/Windows NT	2,954/2,586
Entry StandBy Server/SnapShot Svr for NW	985/757
Standby Server Many-To-One	5,172
CO-Standby Server for NT	2,990

Windows NT Solutions

3COM Transcend Workgroup Mgr for NT	463
Transcend Enterprise Manager	2,353
CHEYENNE Arcserve for Windows NT v6.5, Single Svr.	420
Arcserve for Windows NT v6.5, Enterprise Edition	840
Arcserve Storage Suite-Backoffice Sm Bus. 5 Usr	242
Arcserve Storage Suite-Backoffice Sm Bus. 25 Usr	394
Arcserve for NT NetWare Agent	438
Arcserve Changer Option for Windows NT	365
Arcserve Disaster Recovery Option for NT	271
InocuLAN for Windows NT 1 Svr	651
Open File Agent for Windows NT	421
Protection Suite for Exch Single/Enterprise	1,183/1,600
INTEL Landesk Workgroup Mgr 25	1,615
LANDesk Virus Protect NT	1,028
MICROSOFT Windows NT Workstation	317
Windows NT Server w/5/10 Clients	812/1,128
Windows NT Client Single/20 Clients	34/658
SMS System Mgmt Server w/5 Clients	943
Proxy Server for NT4	995
SEAGATE Backup Exec for NT 1 Svr/Ent	493/864
Backup Exec Autoloader for NT	434
Open File Manager for NT/ Disaster Recovery	425/328
STAC Replica for Windows NT	419

Servers

HP Netserver E45 PENTIUM2/233, 32MB,SCSI,24X	1,594
Netserver E45 PENTIUM2/233, 32MB,4GB,24X	1,931
Netserver E45 PENTIUM2/266, 32MB,SCSI,24X	1,822
Netserver E45 PENTIUM2/266, 32MB,4GB,24X	2,156
Netserver E45 PENTIUM2/266, 64MB,4GB,24X	2,393

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Web Page Listings *continued...*

Fess Parker Winery & Vineyard *http://www.FessParker.com* Retail and wholesale wines, tasting room gift shop, tours, and special events. [Exp. #178.]

Granlund Tools *http://www.granlund.se* Manufacturer of HSS and carbide rotating cutting tools. [Exp. #178.]

GreenSearch *http://www.greensearch.com* Specialists in providing managers for the Green industry. [Exp. #178.]

Greg Anderson Log Homes *http://uslink.net/~loghomes* Handcrafted log homes using large diameter logs 15" to 20" bases [Exp. #178.]

Haddad Brothers *http://www.haddadbros.com/* Children's ware and christening apparel. [Exp. #178.]

Herbalife *http://www.nodiet.com* health, fitness, weight loss, International income opportunity. [Exp. #178.]

Internet Merchant Services *http://www.intermerchser.com* Credit card merchant accounts for international customers. [Exp. #178.]

Kapp Surgical Instrument, Inc. *http://www.kappsurgical.com* Manufacturer of custom designed surgical instruments. [Exp. #178.]

Kelly Petersen, Commercial Photographer *http://www.photographer.cc* Photography for advertising, marketing, and industry. [Exp. #178.]

Lampshades *http://marionharris.com* Custom lampshades replicated or designed in fabric and hides. [Exp. #179.]

Lobster Tools *http://www.riveter.com* Lobster Tools offer the most comprehensive line of blind rivet and rivet-nut installation tools available anywhere. [Exp. #178.]

Loie *http://www.loie.com* Unique needlepoint designs. pillows, carpets, wall hangings, coasters, tree skirts, and stockings [Exp. #178.]

Los Amigos Tortilla Mfg., Inc. *http://www.losamigos.com* Manufacturers of authentic corn and flour tortillas, tortilla chips, cheese and salsa. [Exp. #177.]

LSA Anodic Technologies, Inc. *http://www.lsatech.com* UHV high tech metal finisher and anodizer. [Exp. #178.]

Marbelite International Corp. *http://www.marbelite.com* Manufacturers of decorative sprayed and trawled polymer modified cement coatings. [Exp. #178.]

Marine Equipment *http://www.tecomar.es* Spare parts for Spanish-built ships. Marine equipment. [Exp. #178.]

Matheny Enterprises *http://www.ment.com* Free investment charting and analysis software, imported Asian products, links, and more. [Exp. #177.]

Menu Design & Analysis *http://www.menusforprofit.com* Designers of profitable menu programs for Restaurants. [Exp. #179.]

Mindsource, Inc. *http://mindsource.net* Expert witnesses, expert database, and expert network. [Exp. #178.]

Minerals Management Service *http://www.gomr.mms.gov/* Manage the mineral resources of the outer continental shelf/Gulf of Mexico region. [Exp. #178.]

Mojoe Multimedia *http://www.mojoe.com/* The power users search engine. [Exp. #179.]

Net Surf Wearz *http://www.netsurfwearz.com* Clothing. [Exp. #178.]

Norman Equipment Co. *http://www.normanequipment.com* Leader in fluid power sales and service in the Midwest. [Exp. #178.]

Nutrition World's Internet Super Store *http://www.nutritionworld.com* Your one-stop shop for name brand vitamins, minerals, and herbs. [Exp. #178.]

Office Depot Online *http://www.officedepot.com/* [Exp. #178.]

P & T Partners *http://www.flash.net/~pntlbaer* Custom handguns and Colt 45s. [Exp. #178.]

Peter Jason Riley, CPA *http://www.pjrcpa.com* Tax and accounting service. [Exp. #178.]

Pluto *http://www.plutonet.com* Gay and lesbian Internet community matchmaking. [Exp. #178.]

ProMotion Publishing On-Line *http://promotionpub.com* Book publisher. [Exp. #178.]

Quality Consulting Services (QCS) *http://www.quality.com* [Exp. #178.]

Quick Relief Arthritis Creme *http://www.health.com* Breakthrough arthritis pain relief remedy. [Exp. #178.]

ShellStations.com *http://www.shellstations.com* Automotive repair and c-store with contests and coupons savings. [Exp. #178.]

ShowBase, Inc. *http://www.showbase.com* Home page of ShowBase, Inc. [Exp. #178.]

Solum World Papers *http://www.solum.com* Hand-made and hand-printed papers, gift boxes, stationary, and ethnic cards. [Exp. #178.]

Stock Photography Library *http://rainbowimages.com* A special collection of images for the new millennium. [Exp. #178.]

Stonewall Gourmet Coffees, Teas, Foods, Gifts *http://www.stonewallinc.com* Visit our store in West Hollywood, online ordering, fast delivery, and great service. [Exp. #178.]

TECHMATICS *http://www.techmatics.com* Information technology and engineering company. [Exp. #178.]

The-Best-Of.Com Voting Engine *http://www.the-best-of.com* Search our database for the best businesses as ranked by voters! Win prizes for voting! [Exp. #179.]

Tree Co. *http://www.treeco.com* Earth-friendly products for home and office including cleaning, recycled paper, gifts, and more. [Exp. #177.]

Tropical Shipping *http://www.tropical.com* Tropical shipping information, schedules, online bookings, rate quotes, and shipment tracking. [Exp. #177.]

Vita Books *http://www.vitabooks.com* A health, wellness, and longevity cyberstore containing great books, herbal and nutritional products. [Exp. #179.]

Welcome to QCI *http://www.qci.net* QCI is an unbiased telecommunications and management company offering full spectrum expertise across voice, video and data communications. [Exp. #178.]

WI Marketplace *http://www.wimall.com/funplace* Discount products for sale to everyone. Also, open your own storefront and earn commission. [Exp. #178.]

Wild Adventures *http://wild-adventures.com* An imaging company specializing in producing all types of imaging products. Scanning, printing, CD production and much more. [Exp. #177.]

Yes Private Cars, Inc. *http://www.yescars.com* Airport ground transportation, limousines and luxury cars. From JFK, Laguardia, Newark airports, door to door services, radio dispatcher cars. Since 1986 serving on all tristate area. [Exp. #178.]

Yorba Park Medical Group *http://www.yorbapark.com* Yorba Park Medical Group is one of the top six medical groups in California, recognized for distinguished performance by the Medical Quality Commission and the Pacific Business Group on Health. [Exp. #178.]

FINANCIAL/ REAL ESTATE SERVICES

1% Homeseller *http://www.1homeseller.com* Discounted real estate fees, buyer rebates, homes for sale by owner in Southern California. [Exp. #177.]

American Caribbean Real Estate *http://www.americancaribbean.com* Residential and commercial real estate in the Florida Keys. [Exp. #178.]

Bancared *http://bancared.net* Banking services. [Exp. #179.]

Castle Resale *http://www.castle-re-sal.com* Specializing in resale homes in Orange County since 1971. Worldwide referral and relocation, income properties and exchanges. [Exp. #179.]

Consumer Credit Counseling Service Of The East Bay *http://www.cccsebay.org* A nonprofit organization dedicated to helping you help yourself regain control of your finances. [Exp. #177.]

DesRes Property Management Limited *http://www.desres.co.uk* The market leader in property letting, rental and management in Milton Keynes and Northampton. [Exp. #178.]

Empire Marketing *http://www.empire-marketing.com* The most powerful world wide financial system ever. [Exp. #178.]

The Index Investor *http://www.indexinvestor.com* Asset allocation newsletter for index fund investors. [Exp. #179.]

Internet Fund *http://www.Internetfund.com* The Internet Mutual Fund, a no-load, performance-based fun, aimed at investors looking for opportunities to invest in the future of the Internet. [Exp. #177.]

Michael Gray, CPA *http://www.innetix.com/~mgraycpa* Visit our site for income tax planning ideas, including dealing with Incentive Stock Options and the Alternative Minimum Tax, and for smallbusiness improvement strategies. [Exp. #179.]

Mortgage Reduction *http://plaza.arkansasusa.com/jdi* Save money on home mortgage payments. [Exp. #178.]

Mr. Stock, Inc. *http://www.mrstock.com* Online trading site to trade stocks, options, and mutual funds with a personal touch. [Exp. #178.]

Prudential Rand Realty *http://www.randvision.com* Rockland County's premier real estate company. [Exp. #177.]

Real Estate Buyers Agent Council *http://www.rebac.net* Official and largest directory of real estate buyers agents. [Exp. #178.]

Real Estate Mega Mall *http://www.homeweb.com* Most comprehensive source for objective real estate info. [Exp. #178.]

Richland Corp. *http://www.richlandinfo.com* New homes in the Contra Costa County area. [Exp. #178.]

WebDI *http://www.webdi.com* Web-based Electronic Data Interchange service. [Exp. #178.]

Yongsan Realty *http://www.yongsan-realty.com* A unique real estate agency in Seoul designed with the expatriate in mind! [Exp. #178.]

LEGAL SERVICES

Ask A Lawyer *http://www.ask-a-lawyer.com* [Exp. #179.]

Bankruptcy Los Angeles *http://www.bklaw.com/bklaw* Law Office of Mark J. Markus, handling all aspects of bankruptcy representation in the Los Angeles area. [Exp. #177.]

Law Offices of Alex A. Yarbrough *http://angelfire.com/biz/socialsecuritylawyer* Social security disability attorney and social security disability representative. [Exp. #177.]

Legal.com *http://www.legal.com* Friendly site with news and law related resources for consumers, legal professionals, and law students. Also, shop online for law books and legal forms. [Exp. #177.]

Limited Liability Company Web Site *http://www.hia.com/hia/llcweb* How to organize a new business as an LLC. [Exp. #177.]

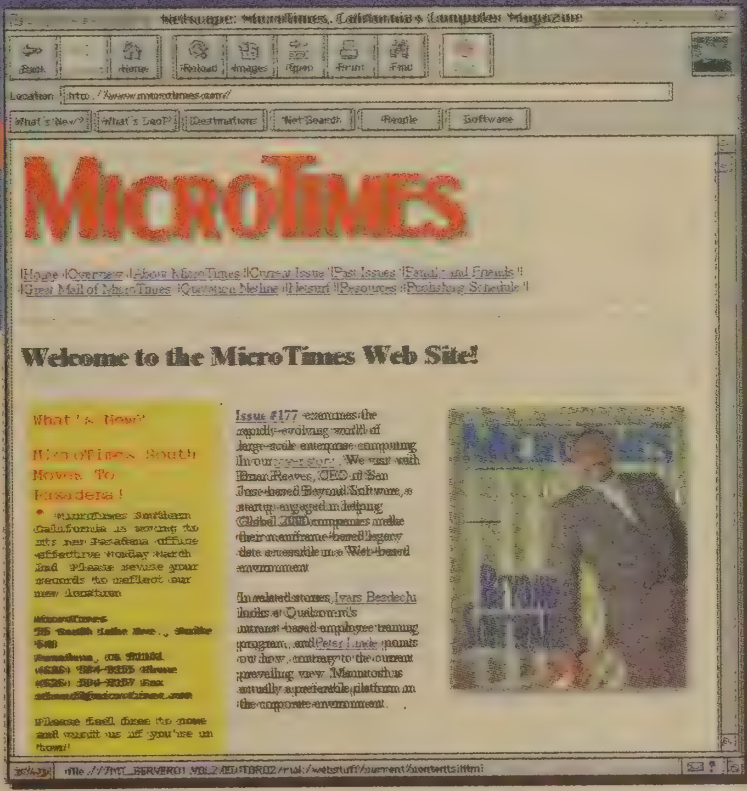
Richard J. Greenstone, Attorney at Law *http://www.rjg.com/* Copyright, trademark, licensing, business, and transactional law for the computer, entertainment, and publishing industries. [Exp. #178.]

WordPerfect Headquarters *http://www.microCounsel.com* WordPerfect tips, articles library. Law office support: training, productivity planning, and more. [Exp. #178.]

EMPLOYMENT/ EDUCATION

Alianza *http://www.alianza.org/* Hispanic job posting and job search as well as resume posting and resume search services. [Exp. #177.]

Ascolta Training Co. *http://www.ascoltatraining.com* Authorized training for Cisco, Microsoft, and Netscape. Validated Internet/intranet fundamental course. Convenient Bay Area and So. Cal. locations. [Exp. #179.]



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MicroTimes South Moves To Pasadena!

MicroTimes Southern California is moving to its new Pasadena offices effective Monday March 2nd. Please revise your records to reflect our new location.

Issue #177 examines the rapidly-evolving world of large-scale enterprise computing in our cover story. We visit with Brian Reaves, CEO of San Jose-based Beyond Software, a startup engaged in helping Global 2000 companies make their mainframe-based legacy data accessible in a Web-based environment.

In related stories, Ivars [illegible] looks at Qualcomm's intranet-based employee training program, and Peter [illegible] points out how, contrary to the current prevailing view, Macintosh is actually a preferable platform in the corporate environment.

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Web Page Listings *continued...*

Benjamin Franklin Institute Of Global Education *http://www.bfranklin.edu* Dedicated to lifelong learning opportunities, weather through traditional school divisions (K-12, college, and university), or through on-the-job training. [Exp. #179.]

California Contractors Exam Preparation School *http://www.contractorschool.com* [Exp. #179.]

Career Database, Inc. *http://www.careerdatabase.com* Celebrating our 10th year as the world's only formalized database matching an individual's employment history to company and recruiter's search criteria. [Exp. #177.]

Digital Station *http://www.digitalstation.com* Covering computer and Internet-related employment, events, and news in the San Francisco Bay Area. [Exp. #177.]

Encyclopedia Britannica's Guide To Black History *http://blackhistory.eb.com* [Exp. #179.]

Global Language Institute *http://www.gli.org* Teaching English from students to business executives. [Exp. #178.]

Graduate Ranking *http://www.usnews.com/usnews/edu/beyond/bcrank.htm* US News & World Reports graduate school ranking site. [Exp. #179.]

Internettskole II *http://stavanger-aftenblad.no/leif/skole.cgi* Elementary html-school (in Norwegian). [Exp. #178.]

John Cabot University *http://www.johncabot.edu* Offering study abroad programs and conferring Bachelor's degrees in Art History, Business Admin., Political Science, and English Lit. [Exp. #177.]

Martin Luther King Jr. Papers At Stanford *http://www.leland.stanford.edu/group/King* [Exp. #179.]

MBA Central *http://www.mbacentral.com* Leading MBA recruiting service. [Exp. #178.]

Mr. Brain Tutor *http://members.tripod.com/~russmccor/tutor.htm* Live teachers online: tutoring in mathematics, English, computer programming, history, writing, etc. [Exp. #177.]

PC Pros Information Staffing *http://www.pcprosla.com* The computer employment experts. Technical graphics, digital new media, and administrative positions available. [Exp. #179.]

People Link's New World Village *http://www.people-link.com* People-Link, in partnership with Michael Albert, announces a new, progressive, online school, the Learning OnLine University. [Exp. #179.]

Prairie Resource Group, Inc. *http://www.prgchicago.com* Prairie Resource Group, Inc. modularizes the executive search process offering customized services on an hourly fee basis, with no contingencies. [Exp. #177.]

Register-It *http://www.registerit.com* Search engine registration and Web site promotion. [Exp. #177.]

Shop4Jobs *http://www.shop4jobs.com* National job listings database. [Exp. #178.]

Spanish Abroad, Inc. Home Page *http://www.spanishabroad.com/* Spanish Abroad offers Spanish immersion programs at various language schools throughout Latin America and Spain. [Exp. #178.]

Spanish for Health Professionals *http://www.significant-learning.com* CD-ROM and workbook set create a language laboratory for doctors, dentists, nurses, psychologists, social workers, and related professionals. [Exp. #178.]

Star Technology Group *http://www.startechnology.com* Search firm. [Exp. #177.]

SW Consulting, Inc. Home Page *http://www.sw-consulting.com* Providing computer consulting and permanent placement service. [Exp. #178.]

TEMP 24-7 *http://www.temp24-7.com* Dedicated to the weird world of temporary employment. [Exp. #179.]

The Tutoring Center *http://home.pacbell.net/tutcen/index.html* Tutoring in math and science for junior high to college. [Exp. #177.]

Union Job Clearinghouse *http://www.unionjobs.com* Posting the open staffing and trades positions in organized labor that are now accepting applications. [Exp. #177.]

Useful Links *http://www.yorku.ca/sts/links.html* A collection of pointers of interest to students and researchers in the field of science and technology studies [Exp. #179.]

Washler Resources *http://204.235.86.30* IT/IS candidate search. [Exp. #178.]

ORGANIZATIONS

A World For Children *http://www.awfc.org* A non-profit child placing agency and emergency shelter. [Exp. #178.]

Afro-Americ@'s Black History Museum *http://www.afroam.org/history.html* [Exp. #179.]

Alameda County Waste Management Authority *http://www.stopwaste.org* A recycling resource for Alameda County, CA and beyond, containing valuable information about recycling in and around the San Francisco Bay Area. [Exp. #177.]

Canadian Network For The Advancement of Research, Industry, And Education *http://www.canarie.ca* A not-for-profit consortium that promotes the advancement of the Information Superhighway in Canada [Exp. #178.]

Cult Awareness Resources, CARES *http://cares-cares.org* Provides information to the campus community about cult activity, including International Churches of Christ information. [Exp. #178.]

Linux Users Los Angeles (LULA) *http://www.CosmosEng.com/LULA.HTM* LULA usually meets the 3rd Thurs. of the month at Cyberjava in Venice. Everyone interested in Linux is invited. [Exp. #178.]

Los Angeles Computer Society *http://www.lacspc.org* Meets 3rd Tues. each month, Culver City High School, Frost Auditorium. [Exp. #178.]

Los Angeles Macintosh Group *http://www.lamg.org* Non-profit user group offers training programs, meetings, monthly magazine, employment, networking, and tech support. [Exp. #179.]

Lubbock Area Square And Round Dance Federation Home Page *http://www.door.net/lasrdf* [Exp. #177.]

Master Of Light Institute *http://www.geocities.com/Hollywood/Studios/8378* Enlightenment through film making as preached by Revdonaldo. [Exp. #179.]

MMTA Home Page *http://www.mmta.org* Home of the MultiMedia Telecommunications Association. [Exp. #177.]

NAACP *http://www.naacp.org* [Exp. #179.]

National Center For Employee Ownership *http://www.nceo.org/* Articles, columns, discussions, and interactive training on employee stock ownership plans, stock options, etc. [Exp. #179.]

NOCCC (North Orange County Computer Club) *http://www.noccc.org* Web page of computer user group. Meetings: 1st Sunday of the month, 9:00 am, Chapman University, 333 N. Glassell Ave., Orange. [Exp. #179.]

PC Clubhouse *http://www.pcc.org* For people interested in learning more about IBM-compatibles. [Exp. #178.]

Sea Turtle Restoration Project *http://www.earthisland.org/strp/strpindx.html* Works to protect sea turtles in ways that meet the ecological needs of the sea turtles and the local communities who share the beaches and waters with these endangered species. [Exp. #178.]

Technical & User Groups Network *http://www.tugnet.org* 24-hour bulletin board, meeting calendar, membership info., articles, reviews. [Exp. #179.]

TelEd'98 *http://teled98.openschool.bc.ca* ISTE's Seventh International Conference on Telecommunications And Multimedia In Education. [Exp. #178.]

W.E.B. DuBois Institute *http://web-dubois.fas.harvard.edu* [Exp. #179.]

WillowNet *http://www.willowcreek.org* Online resource system of the Willow Creek Association. [Exp. #178.]

World Education Access *http://www.wea.net/* Non-profit organization offering scholarship opportunities for students in the US and around the world. [Exp. #179.]

PUBLICATIONS

AVIVA: Women's World-Wide Web *http://www.aviva.org* The free women's international monthly Webzine. [Exp. #178.]

Bayani Magazine *http://home.earthlink.net/~malaya/bayani.html* An online magazine of Filipino arts and culture. [Exp. #177.]

Blithe House Quarterly *http://www.spectra.net/~aalvarez/BHQ.html* BHQ features a diversity of new short stories by emerging and established gay, lesbian and bisexual authors. [Exp. #178.]

Classified Ad Collectible Photo Guide *http://www.nwgraphics.com/collectibles* [Exp. #179.]

Earth Times *http://www.earthtimes.org* A beautiful new look enhances many new features that make The Earth Times indispensable to anyone concerned with the environment and sustainable development. [Exp. #178.]

Edward's GROWING Magic Magazine *http://members.tripod.com/~EDWARD_YAH/index.html* This site contains news, convention dates, tricks, and more. [Exp. #178.]

Envoy Magazine *http://www.envoymagazine.com* A Catholic magazine of apologetics and evangelization. [Exp. #178.]

Flamenco-world.com *http://www.flamenco-world.com* Flamenco-world is the only bilingual (Spanish/English) magazine on the Net about Spanish culture and flamenco music made in Spain, absolutely for free. [Exp. #177.]

Global Internet Directories *http://www.globaldirectories.com* World Wide Internet Yellow Pages: free classified advertising in 900 cities, Web page with every listing. [Exp. #178.]

High On Adventure *http://www.highonadventure.com* Online travel magazine devoted to the adventurous traveler. [Exp. #178.]

Jewish Heritage Online Magazine *http://www.jewishheritage.com/* This new, online magazine makes Jewish learning thoroughly accessible and enjoyable using the latest in interactive technology. [Exp. #177.]

Libby Hathorn's World *http://www.libbyhathorn.com* Prize winning author speaks about books, films, and life. [Exp. #178.]

MediaCulture Review *http://www.mediademocracy.org/MediaCultureReview* [Exp. #179.]

Mollie Katzen: Cookbooks, Recipes For Vegetarians *http://www.molliekatzen.com* [Exp. #179.]

National Enquirer Online *http://www.nationalenquirer.com* [Exp. #178.]

Netnoir *http://www.netnoir.com* [Exp. #179.]

Opamp Technical Books *http://www.opamp.com* Table of contents search. Computer, engineering, business, trade books. Over 20,000 titles. [Exp. #179.]

Paris Le Guide *http://www.parisparis.com* Online city magazine. [Exp. #178.]

Saving Money Using The Internet *http://www.nwgraphics.com/internet* This is a booklet to show you how to save money on the net. [Exp. #179.]

The Daily Star On-Line *http://dailystar.com.lb* Lebanese newspaper in English. [Exp. #179.]

The Last Katun *http://www.jps.net/redcoral/LastKPt1.html* The Last Katun, a novel of the past and the future, by John Curl. [Exp. #177.]

Watch Me *http://www.watchme.net* International online watch trade magazine. [Exp. #178.]

ODDS & ENDS

All About Pianos *http://www.tiac.net/users/pianos/index.htm* Everything you ever wanted to know about the piano! [Exp. #179.]

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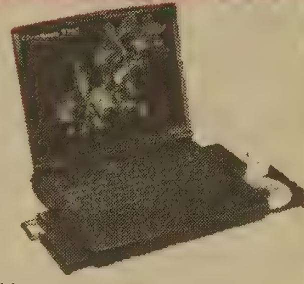

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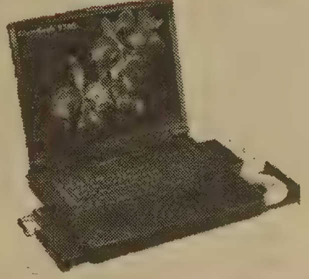

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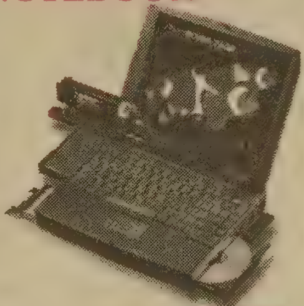
- Li-Ion Battery/Carrying Case/AC Adapter
- 3D 16-Bit Sound w/Wavetable

Pentium® 200MHz MMX. $1878
Pentium® 233MHz MMX. $1944

CHEMBOOK 3300 12.1" TFT NOTEBOOK



- Intel 233 MMX CPU
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- 2.1GB Hard Drive
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- 3D Surround Sound & Wavetable
- Smart Bay for MO/Zip/FDD/2nd Battery USB Port Infrared FIR
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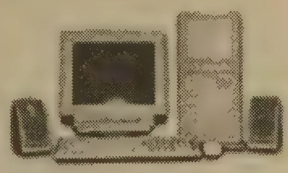
- NIMH Battery

Pentium® 200MHz MMX. $1499
Pentium® 233MHz MMX. $1566

PCMCIA 33.6 Fax/Modem **$70**
PCMCIA 56K Fax/Modem **$110**
PCMCIA Network Card Combo **$68**

PC Microphone/60W Speakers **$49**
Upgrade to 32MB Memory **$60**
Extra NMHD Battery **$70**

PENTIUM® PCI MULTI-MEDIA SYSTEM



- Pentium® Motherboard / 512K Cache
- 32MB Memory EDO 60ns
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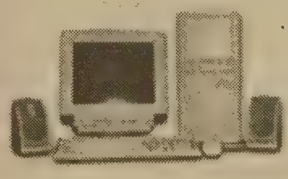
- 24X CD-ROM IDE, Yamaha 3D Sound Card, Win 95
- 56K Internal Fax/Modem
- 60W Speakers
- Main Brand 14" NI .28 1024x768 Monitor

Pentium® 133 System. $750
Pentium® 200MMX System $789
Pentium® 233MMX System $855

5 Year Labor Warranty

PENTIUM® II 233/266/300/333 SYSTEM



- Pentium® II Intel/Atlanta i440LX MB
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- ATX Mid Tower Case w/250W
- 24X CD-ROM IDE
- Yamaha 3D Sound Card, 200W Speakers
- PS/2 Mitsumi 104 Win95 Keyboard and Mouse
- 56K Internal Fax/Modem w/Voice

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Pentium® II 266 System. $1315
Pentium® II 300 System $1455
Pentium® II 333 System $1680

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56K INTERNAL Fax Modem $60

Yamaha PNP Sound Card. . $15
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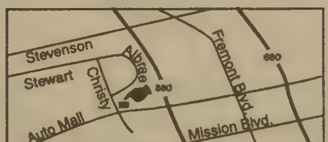


Terms & Conditions: Not responsible for type errors. One-Year Parts & 2-Year Labor Warranty on systems. All prices reflect 3% cash discount. Prices are subject to change w/o notice.

Web Page Listings *continued...*

Awareness Holistic Books And Information Center *http://www.jps.net/aware* Holistic health, books, info, gifts, and classes in San Mateo. [Exp. #179.]

Beth Shalom Holocaust Memorial Centre *http://www.bethshalom.com* Holocaust education and memorial centre. [Exp. #178.]

California Electric And Magnetic Fields Program *http://www.dnai.com/~emf* EMF news, reference sources, and a complete program description. [Exp. #179.]

CME Home Page *http://www.ryalsmeet.com* A comprehensive listing of national and international continuing medical education courses. [Exp. #177.]

e-Postcard *http://www.e-Postcard.com* It is time to learn about e-Postcard. No more licking envelopes and stamps. Send an e-Postcard to a friend and enter the new age of electronic. [Exp. #178.]

Iceland Sundaes *http://www.magelis.com/isundaes/* Exploration of the relation between urban design and the Web. [Exp. #178.]

Investment And Speculation Psychic *http://www.concentric.net/~L77280r/PSYCHIC.shtml* Provides a free divining of investment and speculation in the DJIA, stocks, bonds and gold. [Exp. #177.]

Laparoscopic Surgery & Reconstructive Pelvic Surgery *http://www.womenssurgerygroup.com* [Exp. #178.]

Lladro Porcelain, Spain *http://www.accessnet.es/lladro* Lladro porcelain and Swarovski crystal. [Exp. #177.]

Metalearning.com *http://www.metalearning.com* Home for ideas, inspiration, and transforming support. [Exp. #178.]

Radiant Heart Productions *http://radiantheart.com* Seminars, private sessions, and audio tapes to empower love, well-being, and spiritual growth. [Exp. #178.]

Shelter Assistance Association *http://mario.speedsoft.com/shelter/* A non-profit corp. whose mission is to provide the communication link between recovery-based facilities and the person on the street suffering. [Exp. #177.]

Spitzer *http://www.spitzer.com* Online inventory of new and used vehicles from over 30 franchises. [Exp. #178.]

Struggling Writers Pit Stop *http://Home.earthlink.net/~kieraanne/* Place to chat and meet other writers! [Exp. #178.]

Underground Space Site *http://www.ozemail.com.au/~docsyd* Earth sheltered architecture, health buildings for the underworld. [Exp. #178.]

Writeworld *http://writeworld.com* Of interest to writers, artists, publishers, and editors. [Exp. #178.]

PERSONAL HOME PAGES

Ancient One's Crypt *http://www.geocities.com/SunsetStrip/Venue/8921/* Fun for all ages! Java Script, music, links, chat, and more! Get your fill here! [Exp. #177.]

Best Freebies *http://www.BestFreebies.com* Features links to over 30,000 sites offering free things—compiled by disabled vet. [Exp. #179.]

Brendan Walsh Catholic Ministries *http://www.catholic-ministries.com* The award winning Catholic site of Brendan Walsh/ Catholic Evangelist. [Exp. #178.]

CARveat Emptor: Tricks of the Great American Car Deal *http://www.well.com/user/kr2* Lemon-proofing the great American car sales, lease and service deal for village and family values. Trunkloads of free info and references. [Exp. #177.]

Chilam Cheung's Gallery *http://members.wbs.net/homepages/c/i/v/civic484.html* New and cool site. [Exp. #178.]

Chris Taylor's Home Page *http://www.rhythmhouse.com/christaylor.html* Artist. [Exp. #178.]

Chris's Sad Page *http://www.geocities.com/SiliconValley/Vista/5021/index.html* A page where Lem is sad as can possibly be. [Exp. #178.]

Computer and Win95 Tips *http://home.att.net/~trif/BDRM.html* Computer and Windows tips site. [Exp. #178.]

Cool Stuff *http://www.geocities.com/SiliconValley/6555* Useful stuff for your PC, HTML links, animated GIFs, Looney Tunes, and more cool stuff. [Exp. #177.]

Daniel Contreras Home Page *http://home.pacbell.net/contrera/index.html* Daniel Contreras is a Chicano activist in southern CA. My site contains several interesting Latin links and will soon contain an art gallery honoring Mexican heroes. [Exp. #177.]

Eric's KittyKat Korner *http://members.tripod.com/~KittyKorner* RealAudio songs for cat lovers; pics of my orphaned and saved kitties. [Exp. #177.]

Felice Marra Web Site *http://www.tempolibero.com/malfer/* Agenda Internet: screen saver collection Italian style. [Exp. #179.]

GaWaNi Pony Boy *http://www.horset.com/ponyboy* Author of Horse, Follow Closely. [Exp. #178.]

GPF Avoidance *http://home.earthlink.net/~khronos* Century cable gripes, Carl Sagan, Hodgkin's disease, hyperlinks, and more. [Exp. #177.]

Grandmother's Attic *http://www.wizard.com/~dancer/* Devoted primarily to Greyhounds and the adoption of the ex-racing Greyhound. [Exp. #179.]

Holocaust & Anti-Semitism *http://www.igc.apc.org/ddickerson/* Focuses on the Holocaust, anti-semitism, and Jewish culture and history. [Exp. #177.]

It's A Wonderful World *http://www.ifw-lmc.com/kindness.htm* For people who are interested in creating a safe and trusting world for all people. [Exp. #177.]

John Hein, Studio Furniture Maker *http://pluto.njcc.com/~jhein/* The page highlights John Hein's work as a studio furniture maker. [Exp. #178.]

Joshua'z Hack Page *http://members.aol.com/Mozzer714/* Hackz, crackz, pheakz, and moz stuff. [Exp. #178.]

Kenneth MacLeod Production Design *http://www.kenmacleod.com* An online portfolio featuring the work of Kenneth MacLeod. [Exp. #178.]

Kittys On Flame With Rock And Roll *http://www.kittyfeet.com* [Exp. #179.]

Lambrechtsen Online *http://www.knoware.nl/users/evim/index.html* History of a Dutch family, listing of all Dutch archives. [Exp. #179.]

Marc D. Nickelson Personal Web Resume *http://www.careersteps.com/nickelson* This is my personal Web resume highlighting my employment history and education. I am seeking an entry level position in the computer industry. [Exp. #177.]

Mark L. Falconer Film Page *http://members.aol.com/MFalc1/home.html* Reviews of current films and videos. Occasional commentary on the industry. [Exp. #177.]

OmniGo Online *http://www.bayside.net/users/todo/ogo/* A user site for the HP OmniGo 100/120 community. [Exp. #179.]

Pegonea Home Page *http://members.aol.com/pegonea/links.htm* Spanish student seeks teacher. [Exp. #178.]

Purples Place *http://www.nwlink.com/~hayesk/Index.htm* A personal site that gives a glimpse of the Pacific NW and some of its people. [Exp. #178.]

Travel In Indonesia *http://www.TroyDrake.com* Photos of travel in Indonesia. [Exp. #179.]

World Wide Pet Names Project *http://www.wellwellwell.com/petnames* Browse thousands of unique pet names. Add your own favorites. Make your pet world famous! [Exp. #177.]

GOVERNMENT/ POLITICS

African-American Astronauts Recognized *http://observe.ivv.nasa.gov/nasa/ootw/1998/ootw_980211/ob980211.html* NASA's Observatorium honors the astronauts during Black History Month. [Exp. #179.]

City of Citrus Heights, CA *http://www.ci.citrus-heights.ca.us* [Exp. #179.]

NASA's Observatorium Searches For The Lost City Of Ubar *http://observe.ivv.nasa.gov/nasa/education/exhibits/ubar/ubar_0.html* See how the vanished Arabian trading center was found. [Exp. #178.]

San Diego County Democratic Party *http://www.netgaincc.com/sddemocrats/* [Exp. #179.]

ARTS

Allarts *http://www.allarts.com* Fine Art prints and reproduction sales. [Exp. #177.]

American Photographer In Spain *http://www.angelfire.com/ca/fotografo* Fine B&W photography and Spanish landscapes! 3-D and Spanish links, too. [Exp. #178.]

Art Designer And Sculptor *http://www.rhughesartdesigner.com* Sculpture, private commissions, mobiles and prints. [Exp. #177.]

Cannonball Express *http://www.canonbal.org* A video project-in-progress about urban firestorms, fire safety and environmental issues. [Exp. #178.]

PhotoSphere Images *http://www.photosphere.com* PhotoSphere offers professional, royalty-free stock images, on CD-ROM and as downloadable single images. [Exp. #179.]

Poem of the Month *http://www.writing.co.uk* Ongoing monthly poetry contest with prize and publication. [Exp. #178.]

Ted Alvy Cosmos Topper Home Page *http://pages.prodigy.com/FNJD74A* Art of '60s L.A. underground radio, rebop, beatniks, hipsters, hippies, zoot horn rollo. [Exp. #178.]

ENTERTAINMENT /LEISURE

20 Something *http://home.inreach.com/droysdon/jroysdon/20something/* Undernet—IRC for people in their twenties and looking for good clean chat. [Exp. #177.]

A Piece Of Sky *http://www.galnet.net/~whiplash/* Quotes, poetry, music. [Exp. #178.]

Acura Club *http://www.acuraclub.com* [Exp. #179.]

AddictMUD *http://www.addict.dmswebworks.com* This is the official home page of AddictMUD. A great place for new and experienced mudders alike! [Exp. #179.]

Ames Music CD's, Cassettes, And More! *http://www.AmesMusic.com* [Exp. #177.]

An American In Italy *http://www.hostetler.net/* An opinion of life in Italy plus tips on travel. [Exp. #178.]

Arcade Classic's ROM World *http://www.geocities.com/TimesSquare/Arcade/5187* Over 250 of your favorite classic arcade games free to download on your PC. [Exp. #177.]

Bimbo Toolshed Web Site *http://jackattack.com/bimbotoolshed* Cyberhome for San Francisco's greatest punk band. [Exp. #179.]

Bitter End's Homepage *http://www.thebitterend.com* A peek inside San Diego's most exciting Gaslamp Quarter bar and dance club. [Exp. #178.]

Bowling Proprietors' Association of New Jersey Centers *http://www.bowl-nj.com* Everything about bowling in New Jersey. [Exp. #178.]

Briar Rose Bed and Breakfast Inn *http://www.briar-rose.com* A Victorian B&B in San Jose, CA. [Exp. #178.]

Classical Music For Novices *http://www.angelfire.com/pa/noviceclassical* [Exp. #179.]

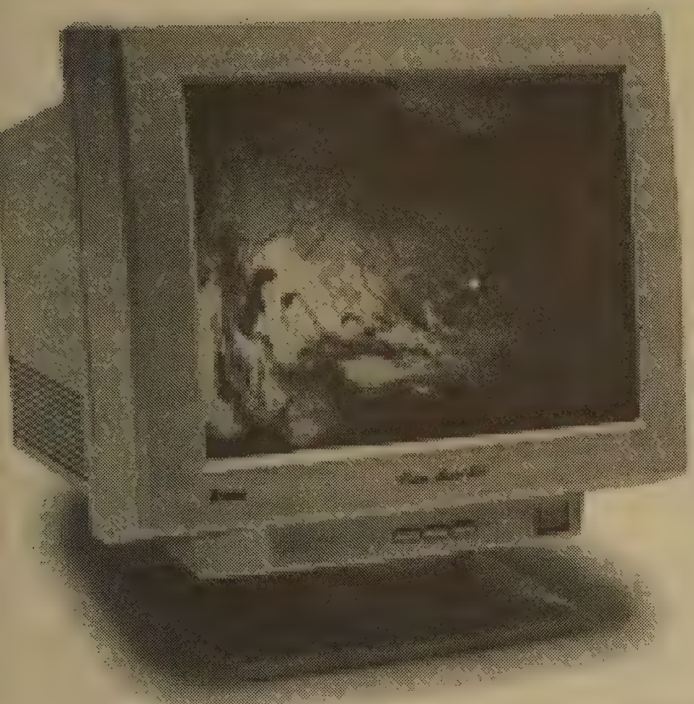
Cypher *http://www.epgmedia.com/cypher* [Exp. #179.]

Dee Zaster, Esq. *http://members.tripod.com/~russmccor/* Guess who just entered the race for Governor of California? Don't miss DZ's campaign to drive Pete Wilson crazy and out of office. [Exp. #179.]

Dharma The Cat's Cartoon Site *http://www2.one.net.au/~lourie* The thinking person's cartoon strip and forum. [Exp. #178.]

Dystopia Daily Cartoon *http://www.dystopiacartoons.com* Droolingly funny daily cartoons penned by a confessed mental defective. For those suffering from Far Side withdrawal, Dystopia is a cartoon methadone clinic. [Exp. #178.]

YOU SEEN THE REST ...
NOW BUY THE BEST



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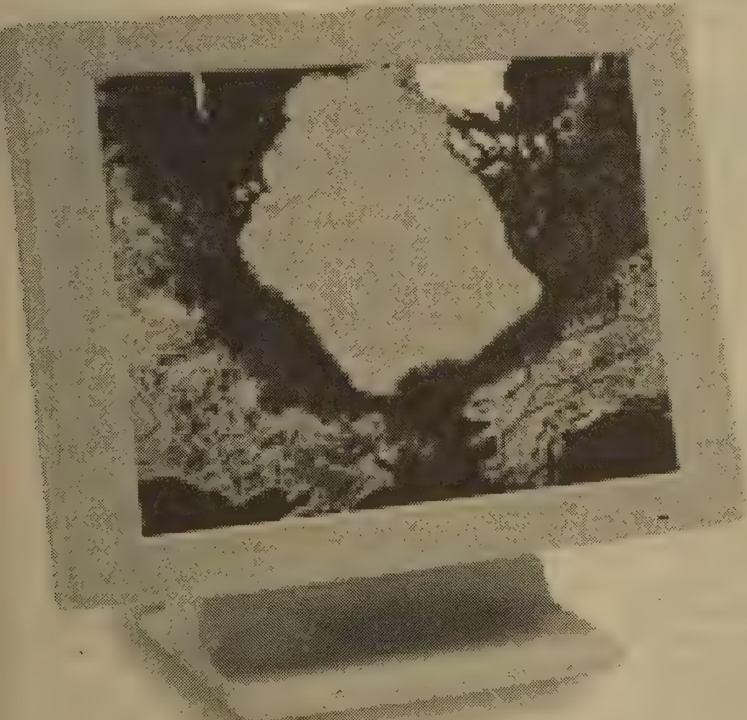

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R-817E .22HDP 1800x1440 @ 74Hz $599
MF-8721 .22HDP 1800x1440 @ 74Hz . . $1239
MT-9221 .28DP 1800x1440 @ 74Hz. . . . $1290

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Santa Clara	408-248-5888
San Francisco	415-495-5888
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Albany	510-526-2626
Belmont	415-592-3333
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Web Page Listings *continued...*

EcoChoices Community *http://www.ilovethisplace.com* Created to help personal development. Over 40 message boards, Eco-Homes gallery, healthy coupons, political ballot pages, etc. [Exp. #178.]

Elvis In Concert *http://www.wydeo.ch/~ma_wyss/index4.htm/* [Exp. #179.]

Explore Africa *http://www.exploreafrica.co.za* An umbrella Web site about Southern Africa. [Exp. #179.]

Ghosts Of The Prairie *http://www.prairieghosts.com* Discover the Ghosts and haunted places of America with author and ghost hunter Troy Taylor. [Exp. #178.]

Go Camping America *http://www.gocampingamerica.com* Your full hook-up to the world. [Exp. #178.]

Gordie Howe Online *http://www.gordiehowe.com* The complete direct source for Gordie Howe collectibles. [Exp. #178.]

Great American Duck Races *http://www.duckrace.com* The event involves racing rubber ducks down a local waterway. [Exp. #179.]

Green Theme International Home Exchange Holidays *http://green-theme.zb.net* Home exchange holidays for economical vacations and environmentally friendly travel. [Exp. #178.]

Humor Monthly (Or Thereabouts) *http://www.masterm.com/humor.html* Monthly humor on relationships, computers, famous quotes, name changes, religion, and interesting facts. [Exp. #179.]

Israel Tour Connection LLC *http://www.israeltour.com* Bar/Bat Mitzvah Israel tour experts. [Exp. #178.]

Jason's MUME Home Page *http://home.inreach.com/droysdon/jroysdon/MUME* MUME is a live, multi-user dungeon fantasy roleplaying game based on J.R.R. Tolkien's Middle-Earth. [Exp. #177.]

KZ Mobile Entertainment Services *http://pw2.netcom.com/~lilalynn/KARAOKEZONE.html* KJ's/DJ's, vocal acts, photographer, etc.; Karaoke show listings and equipment distributor. [Exp. #177.]

Let's Eat OC *http://www.letseatoc.com/otherpub.htm* Orange County's most comprehensive online restaurant and bar directory. [Exp. #178.]

Mammothnet *http://mammoth-net.com/* A vacation and holiday resource for condominium rentals in the Mammoth Lakes, CA region. [Exp. #177.]

Manitoba Canada's Premier Fly-in Fishing Lodge And Outpost *http://www.fishingmanitoba.com* We offer you areas which have never been sport fished before. [Exp. #178.]

Mercury *http://www.sleepinggiantstudios.com/mercury* Web site for the band Mercury. [Exp. #179.]

Mexico Travel Guide *http://www.go2mexico.com* The Mexico Travel Guide gives you the resources to plan, enjoy, and make the best of your vacation and investment in Mexico with up to date information. [Exp. #178.]

Milan Rugby Official Web Site *http://www.milanrugby.com* The Milan Amatori Rugby S.r.l. official Web site. [Exp. #177.]

Modified *http://www.modified.com* The surf sound of the '90s. [Exp. #177.]

Paradise Cruises & Tours *http://www.paradisecruisesandtour.com/* A family-owned and operated travel agency specializing in tours, cruises, and honeymoons. [Exp. #178.]

Perfect Harmony *http://www.madrecords.co.uk* Order our double CD containing a selection of classical organ and choral wedding service music for a church service. [Exp. #177.]

Perry Kurtz Comedy Pages *http://home.earthlink.net/~perrycycle* L.A. comedian Perry Kurtz creates new forms of comedy daily. Now available for all occasions. [Exp. #177.]

PL8S.COM *http://www.pl8s.com/index.htm* The license plate collector's Web site. [Exp. #178.]

Pleasures Of The Table *http://www.deg.com* Fine cuisine, luxury travel, fine wine, celebrity chefs. [Exp. #178.]

RENT—An Unofficial Site *http://www.lifecafe.com* The unofficial Rent site, designed by a devoted fan. [Exp. #178.]

Res Rocket *http://www.resrocket.com* Live interactive music jamming on the Internet. [Exp. #179.]

Rosewood Music Publishing & Sales *http://www.rosewoodmusic.com* We publish and promote independent music artist and writers. [Exp. #179.]

Sound Techniques Television *http://www.users.globalnet.co.uk/~boriswb* British acoustic guitar videos. [Exp. #177.]

SportsExtra *http://www.sportsextra.com* Up-to-the-minute sports news, information, and contests. [Exp. #178.]

SteppinStone Entertainment *http://www.steppinstone.com/* An independent film and TV company. [Exp. #179.]

TexasCasino.com *http://www.TexasCasino.com* Experience the finest regulated online casino and sportsbook licensed to International Gaming Network (IGN). [Exp. #179.]

Touring Club of Switzerland *http://www.tcs.ch* The TCS helps you to enjoy safe and easy travel in Switzerland and abroad. [Exp. #178.]

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United States Fantasy Sports *http://www/usfantasysports.com* [Exp. #178.]

Unsound Records Home Page *http://www.unsound.com.au/index.html* New and used CDs, 12" vinyl/ Soul, reggae, hip-hop, oz, and soundtracks. [Exp. #179.]

What's Cookin' With Chef Ron *http://www.chefron.com* Catering to the food industry and listeners around the country, includes the latest on outdoor news and tips. [Exp. #179.]

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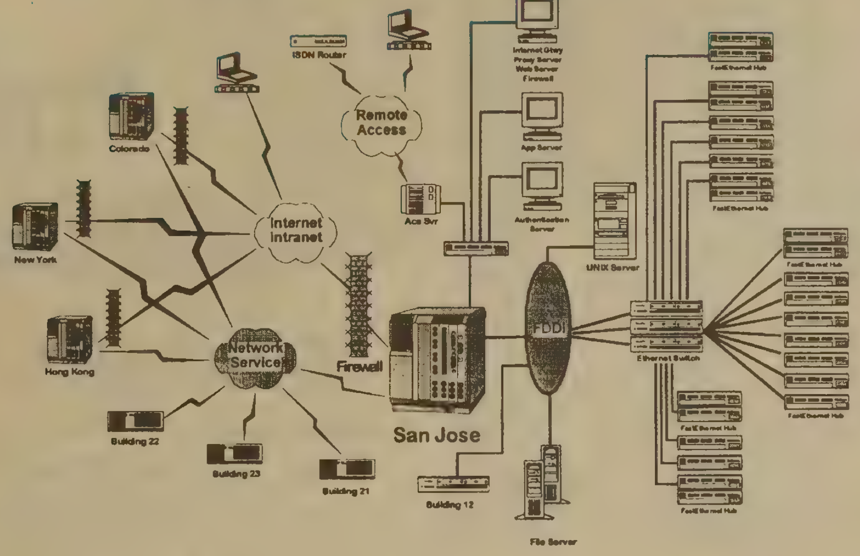
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Product Spotlight

Updates

20/20 Software introduced **softSENTRY 2**, an enhanced version of its trial-ware and software protection tool that gives developers more alternatives for protecting their intellectual property. ($249 for the "lite" versions or $695 for the complete) 20/20 Software, 8196 S.W. Hall Blvd., Ste. 200, Beaverton, OR 97008. 1-800-735-2020. *www.twenty.com* .

Apricorn Inc. released version 2.5 of **EZ-GIG**. This new version allows source and destination switching capabilities between the internal and external drives. ($379) Apricorn Inc., 12191 Kirkham Rd., Poway, CA 92064. 1-800-458-5448. *www.apricorn.com* .

Briggs Softworks announced the directory **Snoop 2.0**, a freeware file-wipe program for Windows 95 that allows you to browse the raw directory and file entries on your hard drive at a low sector/cluster level. It can also recover important erased data. (This freeware can be downloaded at *www.briggsoft.com* .)

Handmade Software Inc. introduced **Image Alchemy 2.2**. It now supports eleven new graphic file formats and batch processing capabilities. ($79.95, updates are $20) Handmade Software, 48860 Milmont Dr., Ste. 106, Fremont, CA 94538. 1-800-252-0101. *www.handmade.com* .

Kensington Technology Group presented **MouseWorks 5.04**, the enhanced version of customizable software that makes navigation and moving between and within applications more efficient. ($19.95 for all major platforms. Free upgrades for version 4.10 or higher can be downloaded at *www.kensington.com*) Kensington Technology Group, 2855 Campus Dr., San Mateo, CA 94403. 1-800-535-4242.

Maximizer Technologies Inc. announced **Maximizer Enterprise 4.0**, a contact and opportunity management software includes group security features. ($249.95 for single-users; $79.95 for upgrades) Maximizer Technologies Inc. 1-800-804-6299. *www.maximizer.com* .

net.Genesis Corp. announced **net.Analysis Pro 3.5**, Web site analysis software with enhanced capabilities, new report options, and faster performance. (NT is $4495 and Solaris and AIX are $7495) net.Genesis Corp. (617)577-9800. *www.netgen.com/* .

Niles Software, Inc. presented **EndNote 3.0**, that will search remote bibliographic databases and instantly turn the results into a properly formatted bibliography in Microsoft Word or WordPerfect. ($299; US students can purchase it for $99 with a valid student ID; upgrades are $79-$99) Niles Software, Inc., 800 Jones St., Berkeley, CA 94710. (510)559-8592. *www.niles.com* .

Opcode Systems released **Studio Vision Pro 4.0**. It includes Digidesign's Pro Tools 24 recording hardware for Macintoshes that has 32 tracks of 24-bit audio. (list price is $995) Opcode Systems, 3950 Fabian Way, Ste. 100, Palo Alto, CA 94303. (650)856-3333. *www.opcode.com* .

Software Builders introduced **NetZIP 6.0**, which enables users to easily download files, install software from the Internet, and manage all ZIP files. ($19.99 or deluxe version at $29.99) Software Builders, 100 Galleria Pkwy, Ste. 1020, Atlanta, GA 30339. (770)541-1500. *www.netzip.com/new* .

TechExcel Corp. released **PowerTrack 2.0**, a Web-enabled defect tracker that provides project management for development teams in the software development process. ($389 per license) An evaluation copy can be downloaded at *www.powertrack.com* . TechExcel Corp. 1-800-439-7782. *www.techexcel.com* .

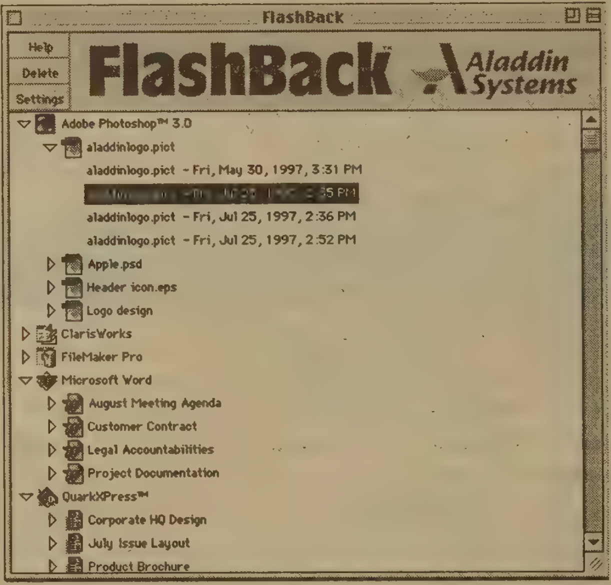
TriTeal Corp. announced **TED 4.3**, a desktop solution that provides a common operating environment for a variety of UNIX platforms has added Solaris 2.6 to its list. ($289) Additional info can be found by calling (760)827-5000. *www.triteal.com* .

Product Announcements

PC Software

FlashBack

Aladdin FlashBack 1.1 is designed to solve the number one cause of data loss: the accidental overwriting or erasure of a file. This new data protection utility allows users to recover previously saved versions of any FlashBack-protected document from any application simply by drag-and-drop or by double-clicking—even if the original file is lost, damaged, overwritten or erased. FlashBack gives users access from one to 999 previous versions of any protected file by recording the changes made to a file each time the file is saved. It is compatible with Windows 95/3.11 and any Macintosh running System 7.1.1 or later. FlashBack is year 2000 compliant. (estimated street price: $69.95) Aladdin Systems, Inc., 165 Westridge Dr., Watsonville, CA 95076. (408)761-6200. *www.alladinsys.com/store/international.html* .



Adaytum Planning 2.1

Adaytum Planning is a business planning system for complex budgeting, planning, forecasting, and management reporting. It is targeted for medium to large size corporations whose requirements have grown beyond the scope of the standard spreadsheet environment. Version 2.1 provides a new Excel interface that gives spreadsheet users access to Adaytum's budget planning database and automatic allocation and "what-if" functionality. Other new features include an automated general ledger data link, a cell annotation capability, and a lower level of security. It now loads organizational hierarchy and live data directly from any general ledger system automatically. This feature will help controllers

continued on page 166

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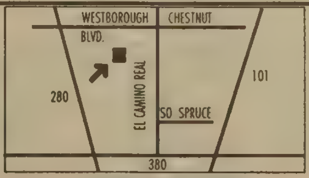

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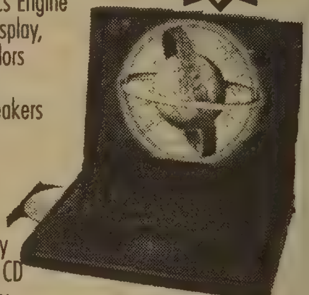

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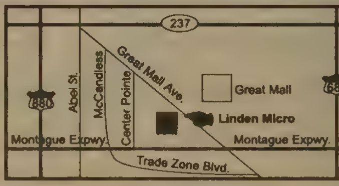

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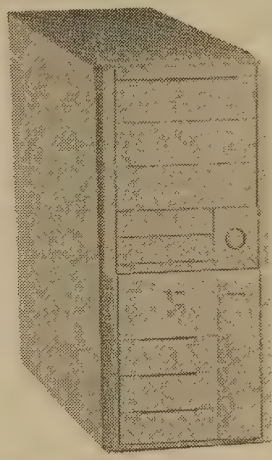

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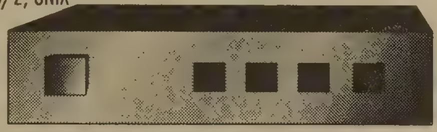

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- Teac 1.44MB FDD
- Keytronic PS-2 K/B for Win95
- 4 GB Quantum Ultra Wide SCSI Hard Disk
- Microsoft Ergonomic Mouse
- Adaptec Ultra Wide SCSI Controller
- 24 X Toshiba IDE CD-ROM
- ATI Xpert@work/4MB SGRAM AGP
- Intel 10/100BaseTX PCI Ethernet
- Monitor Sold Separately

P-II-233MMX...$2,270

P-II-266MMX...$2,390

P-II-300MMX...$2,500

VIDEO CARD

Trident 9680 PCI MPEG W/1MB	$23
S3Virge 3D MPEG W/2MB	$37.50
ATI	
3D Xpression + PC2TV PCI 2MB/4MB DRAM	$90/$112
3D PRO TURBO PC2TV 4MB/8MB GRAM	$4125/$163
Xpert @ WORK AGP 4MB/8MB	$188/$225
DIAMOND	
Stealth 64 PCI 765 1MB/2MB PEG	$46/54
Stealth 3D 2000 PCI 2MB/4MB EDO PEG	$58/68
Stealth 3D 2000 PCI 2MB/4MB VRAM	$128/148
Fire GL 1000 8MB	$189
Viper V330 AGP 4MB	$174
MATROX	
Millennium II 4MB (Bulk)	$170
Millennium II 8MB (Bulk)	$278
Mystique 220 4MB SGRAM (Retail)	$130
NUMBER 9	
Imagine 128 S2E PCI 4MB	$255
Imagine 128 Series II PCI 4MB	$445

TAPE BACKUP DRIVE

HP / COLORADO	
C1534 4mm DAT 2GB SCSI Internal	$545
C1536 4mm DAT 2-4GB SCSI Internal	$593
C1599 4mm DAT 8GB SCSI Internal	$775
T3000 3.2GB	$180
IOMEGA	
ZIP DRIVE (100MB) IDE Internal	$96
ZIP DRIVE (100MB) SCSI Internal	$150
ZIP DRIVE-(100MB) Parallel Port	$135
JAZ DRIVE 1GB SCSI Int/Ext	$295/$395

FAX/MODEM

US Robotics	
Sportster V.34 33.6K Internal wo/w VOICE	$75/$95
Sportster 56K Internal wo/w VOICE (Buck)	$105/$145
Sportster 56K External wo/w VOICE(Retail)	$187/$217
JATON	
33.6k Internal w VOICE	$45
56K Internal w VOICE	$85

CONTROLLERS

ADAPTEC	
2940 U SCSI PCI	$178
2940 UW SCSI PCI	$198
3940 SCSI PCI	$295
3940 W SCSI PCI	$475

MULTIMEDIA

SOUND CARD	
SOUND BLASTER 16PNP	$45
SOUND BLASTER 64 AWE Value Pak	$95
ESS 1868 PNP 16 BIT SOUND CARD	$17
YAMAHA OPR3 16 BIT SOUND CARD	$16
CD-ROM	
Panasonic 24/x IDE CD-ROM	$70
Toshiba 24x IDE CD-ROM	$71
NEC 24x SCSI CD-ROM	$197
Toshiba 12x SCSI CD-ROM	$117
SPEAKER	
ALTEC LANSING ACS51	$56
ALTEC LANSING ACSS2	$75

STORAGE SOLUTION

Parallel Port Storage Subsystem	
ParaDisk 250	CALL
ParaDisk 350	CALL
Par Drive 525	CALL
Sound Track 525-Playing Multi-Media	CALL
Par Station	CALL
SCSI Storage Subsystem	
7 - Drive Bay Disk Array Chassis	CALL
8 - Drive Bay Disk Array Chassis	CALL
10- Drive Bay Disk Array Chassis	CALL
14- Drive Bay Server/ Disk Array Chassis	CALL
16- Drive Bay Server/ Disk Array Chassis	CALL
PCMCIA STORAGE SUBSYSTEM	
CarDisk 250/ CarDisk 350	CALL
CarDrive 525	CALL
CarStation	CALL

MONITOR

SHAMROCK	
SRC - 1407 14" 1024 x 768 0.28 NI, Digital	$155
SRC - 1502L 15" 1280 x 1024 0.28 NI, Digital	$195
SRC - 703LD 17" 1280 x 1024 0.28 NI, Digital	$405
SRC - 705 17" 1600 x 1280 0.26 NI, Digital	$475
VIEWSONIC	
E641 14" 1024 x 768 0.28 NI	$202
17EA 17" 1280 x 1024 0.28 NI, PnP	$557
17PS 17" 1600 x 1280 0.25NI, PnP TCO	$655
G771 17" 1280 x 1024 0.27 NI	$499
GT700 17" 1280 x 1024 0.25	$650
P775 17" 1600 x 1280 0.25 NI	$670
G810 21" 1600 x 1280 0.25	$1,359
P810 21" 1600 x 1280 0.25	$1,293
P815 21" 1600 x 1280 0.25 NI	$1,440

HARD DRIVES

FUJITSU	
M3026AT 2.6GB IDE	$170
M3035AT 3.5GB IDE	$205
M3043AT 4.3GB IDE	$255
M2954QYF 4GB 512K Ulra-Wide-SCSI	$619
M2954SYU 4GB 512K SCSI-2, 7200rpm	$520
M2949QYF 9GB 512K Ultra-Wide-SCSI	$850
M2949SYU 9GB 512K SCSI	$860
SEAGATE	
ST34572N 4.5GB Ultra SCSI-2	$562
ST34572W 4.5GB Ultra Wide SCSI-2	$570
MAXTOR	
4.3GB Ultra-DMA IDE	$255
6.4GB Ultra-DMA IDE	$340
8.4GB Ultra-DMA IDE	$355
WESTERN DIGITAL	
WDC-AC34300 4.3GB IDE DMA	$255
WDC-AC35100 5.1GB IDE DMA	$300
WDC-AC36400 6.4GB IDE DMA	$359
WDC-E/1360 4.3GB Ultra SCSI	$545
WDC-E4360 4.3GB Ultra-Wide SCSI	$545
QUANTUM	
QM34320ST-A 4GB 28K IDE	$270
QM36480ST-A 6.4GB 128K IDE 5400rpm	$355
QM33240ST-S 3.2GB 128K Ultra SCSI	$279
QM34320ST-S 4.3GB 128K Ultra SCSI	$319
Altar-24550W 4.5GB 128K UW-SCSI	$569
VK45W 4.5GB Wide SCSI	$599
QM36480ST-S 6.4GB 128K Ultra-SCSI	$409

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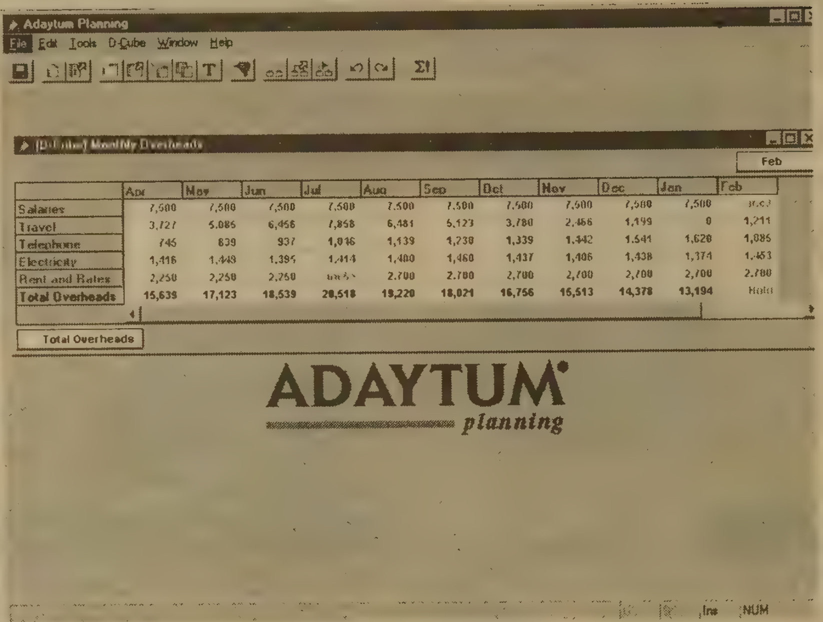
Tel: **(408)262-8200**
Fax: (408)262-8476
Hours: M-F 9am-6pm

VISA

Product Announcements

continued from page 162

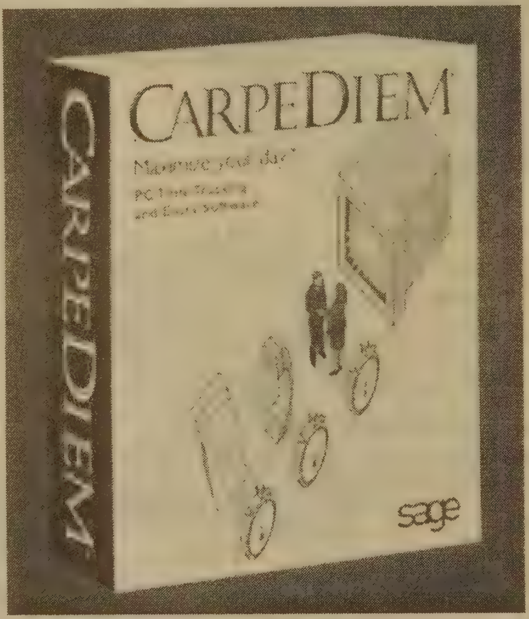
cope with organizational change, avoid manual data entry, and easily report results versus their budget and forecast. (Available for all versions of Windows and supports multiple user access in any standard LAN environment. A Budgeting Buster Start Pack, including a license for one LAN server, three controllers, and ten managers plus two weeks of consulting; $46,000) Adaytum Software, 2001 Killebrew Dr., Ste. 360, Minneapolis, MN, 55425. 1-800-262-4445. *www.adaytum.com* .



	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
Salaries	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	[illegible]
Travel	3,727	5,086	6,456	7,858	6,481	5,123	3,780	2,466	1,199	0	1,211
Telephone	745	839	937	1,016	1,139	1,238	1,339	1,442	1,541	1,628	1,086
Electricity	1,416	1,448	1,395	1,414	1,400	1,460	1,437	1,406	1,438	1,374	1,453
Rent and Rates	2,250	2,250	2,250	[illegible]	2,700	2,700	2,700	2,700	2,700	2,700	2,700
Total Overheads	15,639	17,123	18,539	20,518	19,220	18,021	16,756	16,513	14,378	13,194	[illegible]

Carpe Diem V2.0

Carpe Diem enables corporate computer users to create an accurate record of activities and the time spent on each, which can then be posted to virtually any PC-, microcomputer-, or mainframe-based database, activity based costing system, project management system or billing system. Version 2.0's open architecture allows users to use industry standard report writers and other tools (such as Microsoft Access and Crystal Reports) to read and modify any data in the system. Designed from the ground up as a client/server application, it supports industry standard client/server engines including Oracle, MS SQL Server, Informix, Sybase, and Borland's Interbase. Carpe Diem includes four modules: CDTracker, designed for tracking the user's activities and time as he or she works; CDEntry, enabling support personnel to work with CDTracker users to handle administrative tasks; CDMobile, an automated activity and time reporting application designed for using with a notebook computer; and CDAdmin, the system administration utility for maintaining the other three modules. Sage US, Inc., 17950 Preston Rd., Ste. 800, Dallas, TX 75020. 1-800-477-6763. *www.sageus.com* .



Compadre
VOLUME ONE
Makes PowerPoint Your Multimedia Tool

TodoManager 1.0

TodoManager is a Windows 95/NT to-do list manager that helps calculate priorities to give both individuals and groups the ability to easily determine the right thing to do. TodoManager uses a hybrid to set priorities where the computer and the user work together to determine the best order to tackle tasks. It does this by asking for critical information about each item including time estimate, type of item, project, and so forth. The software then sorts the items according to types and project priorities. Each item can include as little as a description, or the many useful categories included and, it takes just seconds to enter information for each item due to an optimized user interface. To-do items can be marked completed in one click since the program automatically records the date the item was entered and completed. It can sort by Priority, Project, Subproject, Type of item, or Person assigned (all customizable); filtering only items with special comments—viewing completed or uncompleted items to see progress; viewing unprioritized items; and filtering by person. ($79.95 for the standalone version or $375 for a 5-user groupware pack) Micro Logic, PO Box 70, Dept. P, Hackensack, NJ 07602. (201)342-6518. *www.miclog.com* .

Compadre

Compadre is a CD-ROM filled with seven basic types of content to enhance your presentations made with Microsoft PowerPoint. It provides 152 tiling textures; thirty-five music clips, in both .WAV and MIDI formats; 96 different sound effects in categories such as bullets, transitions, introductions, and miscellaneous sound effects; 120 newly redesigned templates, each with a Title slide and a Presentation Body slide; twenty-three video clips, each 4 to 15 seconds in length for business presentations; more than 1400 multimedia buttons; and 180 full-screen backgrounds in three formats as .BMP files. ($49.95) Three D Graphics, Inc., 1801 Avenue of the Stars, Ste. 600, Los Angeles, CA 90067. 1-800-913-0008. *www.threedgraphics.com* .

PC Hardware

SS600 Storage Scanner

The SS600 Storage Scanner, a turnkey high-performance document imaging system, includes a high-speed auto-document feeder (ADF) flatbed scanner and removable optical storage, as well as indexing, OCR, and database capabilities. It is available with either a 650MB CD-ReWriteable drive or a 640MB 3.5" Magneto-Optical drive. Designed to provide true photo

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Adaptec

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2940UW	174

Ultra DMA/33 Hard Drives

FUJITSU 3.2GB	$178
FUJITSU 4.3GB	197
MAXTOR 8.4GB	327

Ultra Wide SCSI

Seagate	
4.3GB ST34371W	$528
9.1GB ST19171W	796
Quantum	
4.3GB AT34550SW	$297
9.1GB AL39100SW	796

Monitors

Decaview 17" .28 1280x1024

$359

VIEWSONIC G771 17"	$439
SONY SX200 17"	549

200MMX™

w/ 17" Monitor, .28dp, 1280x1024,
24x CD ROM, 32MB EDO RAM
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3.2GB UltraDMA/33 HD,
56K X2 Fax Modem, Multimedia Kit

$1295

Complete System

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- Intel Pentium® Processor w/ MMX™ Technology
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- 32MB EDO RAM, 60ns • 1.44MB Floppy Drive
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- 17" .28dp 1280x1024 -Monitor • 2MB S3 PCI SVGA Video
- 56K X2 Fax Modem • Yamaha 3D Stereo OPL3 Card
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PENTIUM® II SPECIAL

Same Configuration with Intel Atlanta AL440LX Motherboard and 4MB AGP Video

Pentium II 233MHz	$1695
Pentium II 266MHz	1795
Pentium II 300MHz	1995
Pentium II 333MHz	2195

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Internal IDE

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3COM

3C905TX 10/100 Ethernet

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Hewlett-Packard 670c

Color Printer **$199**

SONY Mavica

Digital Camera

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SONY CDR 2x/8x	$349
YAMAHA CDR 4x/6x	CALL
RICOH CDRW	CALL

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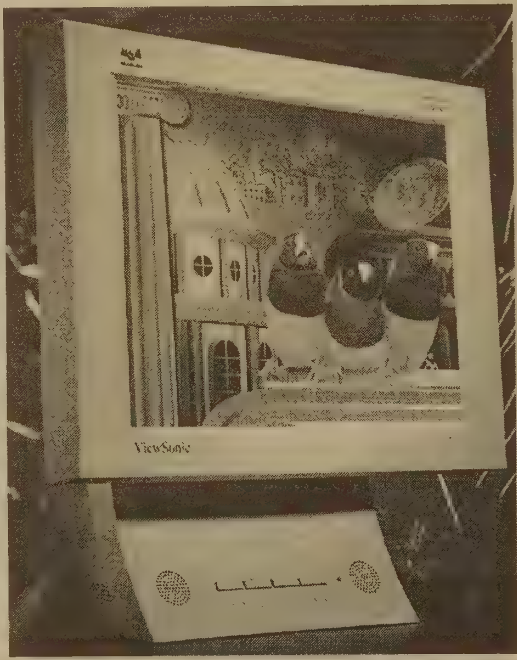
color for scanning both images and documents in a single session, the scanner offers 300 x 600 dpi optical resolutions. The resolution is adjustable so throughput and image quality can be tuned to specific imaging requirements. Bundled software includes: OptiDoc document imaging software with Caere OCR for Windows 95/NT or Xerox Textbridge OCR and Page Manager software for Macintosh. ($3499 for PC; $2199 for Macintosh) Verbatim Corp., 1200 W.T. Harris Blvd., Charlotte, NC 28262. 1-800-233-1704. *www.verbatimcorp.com* .

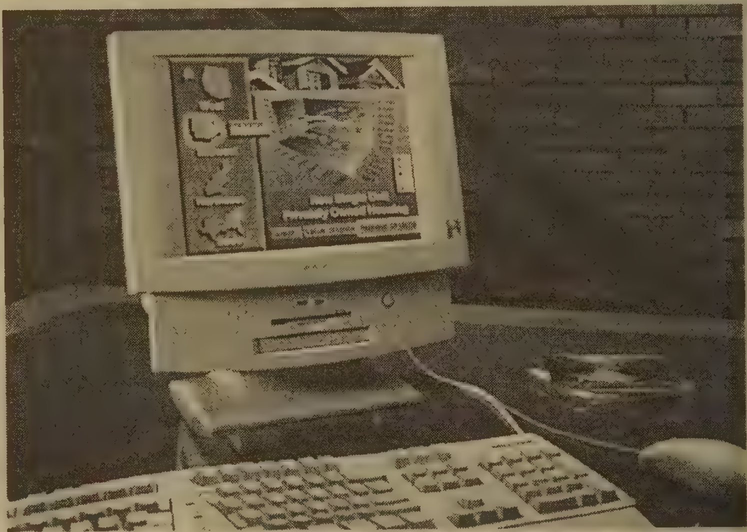
SecurityEye

SecurityEye, a new add-on board for PC ISA-type buses, provides security to MS-DOS and Windows systems. It offers three, user-defined levels for protection: lock, where any locked directory, subdirectory or file is protected against reading, overwriting, moving, copying, or deletion; read-only, which allows directories and files only to be read; and, unlock. SecurityEye preserves the directory hierarchy and all independent files, and cannot be circumvented by booting from the floppy drive. Users can protect up to 150 directories and files located over three local hard drives. SecurityEye works on a 386 or higher, running DOS, Windows 3.1, Windows for Workgroups 3.11, or Windows 95. It comes with free technical support and a one-year warranty. ($99) Magic Computer Corp., 15250 Hesparian Blvd., #201, San Leandro, CA 94578. (510)317-6688.

VPA150 ViewPanel ▸

The ViewSonic 15" VPA150 ViewPanel LCD display is ideal for applications where limited space, light weight, and minimal power consumption are as vital as a large screen and a crisp display. With its pivot capabilities through PerfectPortrait software, VPA150 15" diagonal viewable display is comparable to most standard 17" monitors in regular landscape mode or a standard 21" monitor when in portrait mode. However, its slim 6.7" profile takes up 75% less space than the 17" monitor, and its low 40W power consumption offers up to 70% in energy savings. ViewSonic's LuCiD technology combines an active matrix LCD and 200 nits of backlight power to produce brilliant colors, crisp lines, and wider viewing angles. True colors are supported by a 1024 x 768 XGA resolution at a refresh rate of 75Hz. Designed for both Windows and Macintosh systems, the VPA150 is backed by a three-year limited warranty, and a one-year warranty on the LCD backlight. (estimated street price: $2195) ViewSonic Corp., 381 Brea Canyon Rd., Walnut, CA 91789. 1-800-888-8583. *www.viewsonic.com* .





VisionDesk ▾

The VisionDesk LCD desktop computer features a vibrant 13.3" Super TFT LCD panel and sleek ergonomics, making it ideal for the medical industry, kiosks, banking and finance industries. Hitachi's new flat panel display technology delivers flicker-free clarity that is easy on the user's eyes with significantly lower radiation and power consumption compared to CRT displays. This system includes Intel's 233MHz Pentium process with MMX, 512KB of L2 cache, a 4.3GB hard disk drive, and 32MB of DRAM (upgradable to 256MB). It also features a 20X CD-ROM, integrated audio and speakers, a preconfigured 56K modem, and on-board 10/100BaseT LAN adapter. (estimated street price: $3399) Hitachi PC Corp., 1565 Barber Ln., Milpitas, CA 95035. (408)546-8000. *www.hitachipc.com* .

◂ DeskJet 1120C Professional Series

The HP DeskJet 1200C inkjet printer offers versatile photo-quality business printing, media flexibility, enhanced software features, and network options. It prints at speeds of up to 6.5 pages per minute for black text and 4.5 ppm for color. Three paper paths enable you to print on a wide variety of media, including greeting-card stock, transparencies, envelopes, labels, plain paper, and HP specialty papers. It prints on any size from 4" x 6" to 13" x 19". Built-in software features include HP ZoomSmart scaling technology, for enlarging or reducing a document with no loss of resolution; booklets, which automatically paginates catalogs and booklets in the proper order, on any size paper, and with two-sided printing billboards for creating posters as large as 54" x 40"; and print preview. The DeskJet 1120C is compatible with Windows NT 4.0, Windows 95/3.1x, and MS-DOS, and is networkable by adding an HP JetDirect print server. ($499) Hewlett-Packard Co., Direct Marketing Organization, PO

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P6LDXS-233~333+,Dual P-II,440LX,4xPCI/3xISA/AGP,**2940UW**/2xUIDE,4xDim,ATX	$ 365
P6LDX-233~333+,Dual P2,440LX,4xPCI/3xISA/AGP,2xUltra/IDE,4xDim,2xUSB,ATX	$ 265
P6LXIS-233~333+,P-II,440LX,4xPCI/3xISA/1xAGP,**2940UW**/2xUIDE,4xDim,USB,ATX	$ 275
P6LXI-233~333+,P2,440LX,4xPCI/3xISA/AGP,2xUltra/IDE,I/O,4xDim,2xUSB,ATX,Award	$ 157
P6KDI/S-233~300+,Dual P-II,5xPCI/3xISA/Raid,**2940UW**/2xUIDE/IO,4xDim,USB,ATX	$ 365
P6NDP-150~200Mhz,Dual/Pro,Natoma,4xPCI/4xEISA/Raid,**2940UW** SCSI/IO,2S/1P,AMI.	$ 569
P6NPI/S-150~200Mhz,P-Pro,Natoma,4xPCI/Raid/4xISA,**2940UW** SCSI,2xIDE/IO,ATX	$ 255
P6NPI-150~200Mhz, P-Pro,Natoma,4xPCI/4xISA,2xIDE/IO,2S/1P,4x72-pin,USB,ATX	$ 149
P54TXI/S-233MMX/K5/K6,TritonTX,512K,4xPCI/3xISA,**2940UW**/UIDE/IO,2S/1P,ATX	$ 219
P54TXI-75~233MMX/K6,Triton TX,512K,4xPCI/4xISA,2xIDE/IO,2S/1P,4x72,AMI,ATX	$ 109
Adaptec RAID ARO-1130,PCI-to-SCSI MultiChannel Array Adapters (Raid 0,1,5),w/Kit	$ 215

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P6DLH-233~333+,Dual P2,440LX,9xPCI/3xISA,**i960rd(IOP)**,2xIDE/IO,4xDim,Full AT	$ 665
P6DLS-233~333+,Dual P-II,440LX,4xPCI3xISA,**2940UW**/IDE/IO,2S/1P,USB,Full ATX	$ 345
P6DLE-233~333+,Dual P2,440LX,4xPCI/3xISA/AGP,2xUltra/IDE/IO,2S/1P,2xUSB,ATX	$ 249
P6DLF-233~333+,Dual P2,440LX,5xPCI/3xISA/AGP,2xUIDE/IO,8xSim/4xDim,Full AT	$ 289
P6SLS-233~333+,P2,440LX,4xPCI/3xISA/AGP,**2940UW**/2xUIDE/IO,2S/1P,4xDim,ATX	$ 245
P6SLA-233~333+,P2,440LX,4xPCI/3xISA/AGP,2xUlta/IDE/IO,2S/1P,3xDim,2xUSB,ATX	$ 159
P6DKS-233~300+Mhz,Dual P-II,440FX,4xPCI/4xISA,**2940UW**/2xIDE/IO,2S/1P,Full ATX	$ 265
P6SKS-233~300+Mhz,P-II,440FX,4xPCI/4xISA,**2940UW**/2xIDE/IO,2S/1P,USB,Full ATX	$ 209
P6SKEII-233~300Mhz,P2,440FX,4xPCI/4xISA,2xIDE/IO,2S/1P,6x72-pin,AMI,ATX,USB	$ 129
P6DNH2-150~200,Dual/Pro,Natoma,i960,8xPCI/3xISA,2xIDE/IO,2S/1P,8x72-pin,Full AT	$ 545
P6SNS-150~200Mhz,Pro,Natoma,4xPCI/3xISA,**2940UW**/SCSI,2xIDE/IO,2S/1P,baby AT	$ 245
P5MMS98-75~233MMX/K5/K6,430TX,4xPCI/4xISA,2xIDE/IO,2S/1P,4x72-in/2xDimm,AT.	$ 135
P55STE-75~200MMX,TritonII,512K,4xPCI/4xISA,IDE/IO,2S/1P,6x72-pin,USB,baby AT	$ 109
S-750A-Supermicro,Full-Tower case w/300W P.S,6x5.25"/1x3.5" (210x670x440mm)	$ 179
S-701A-Supermicro,Mid-Tower case w/235W P.S,3x5.25"/2x3.5"	$ 98

S-1696DLUA-233~333+,Dual P2,440LX,4xPCI/2xISA/AGP,Dual **2940UW**/2xIDE,ATX	$ 435
S-1692DL-233~333+,Dual P-II,440LX,5xPCI/2xISA/1xAGP,2xUIDE/IO,4xDim,USB,ATX	$ 269
S-1692SL-233~333+,Single P2,440LX,5xPCI/2xISA/AGP,2xUltra/IDE/IO,4xDim,ATX	$ 175
S-1682D-233~300Mhz,Dual P-II,440FX,5xPCI/3xISA,2xIDE/IO,2S/1P,8x72pin,ATX,AMI	$ 259
S-1686S-233~300+,P-II,440FX,5xPCI/4xISA,2xIDE/IO,2S/1P,8x72,2xUSB,ATX,Award	$ 189
S-1662D-150~200,Dual Pro,Natoma,5xPCI/3xISA,2xIDE/IO,2S/1P,8xSim,2xUSB,AT	$ 269
S-1564D-75~233MMX,Dual/P,TritonII,512K,4xPCI/5xISA,2xIDE/IO,2S/1P,8x72,AT	$ 179
S-1564S-75~233MMX,Single/P,TritonII,512K,4xPCI/5xISA,2xIDE/IO,2S/1P,8x72,AT	$ 149
S-1571S-75~233MMX/K5/K6,430TX,512K,5xPCI/4xISA,IDE/IO,2xDim,Simm,AT,Award	$ 109

MICRONICS

M1DLS-233~333+,Dual PII,440LX,3xPCI/2xISA/AGP,**2940UW**/IDE,4xDim,ATX	$ 459
M1SLT-233~333+,PII,440LX,4xPCI/3xISA/AGP,2xIDE/IO,2S/1P,4xDim,USB,ATX	$ 219
M1DFD-233~300+,Dual PII,440FX,4xPCI/2xISA,2xIDE/IO,2S/1P,4xDimm,ATX	$ 349
M1SFW-233~300+,P-II,440FX,4xPCI4xISA,2xIDE/IO,2S/1P,4x72/2x168,ATX	$ 198
M8SFIN-150~200Mhz,Natoma,4xPCI/4xISA,2xIDE/IO,2S/1P,4x168-pin,ATX	$ 219
M7STA-75~233/K6,430TX,512k,5xPCI/4xISA,IDE/IO,2S/1P,4x72/2xDim,AT or ATX.	$ 159
M7STTB-75~233MMX/K6,430TX,512k,4xPCI/4xISA,2xIDE/IO,2S/1P,2x168,ATX	$ 149
M7S-Hi-75~233MMX,430HX,512K,4xPCI/4xISA,2xIDE/IO,2S/1P,4x72,ATX	$ 179

(Made By Intel)

Dakota-Dual P2,3xPCI/1x2xISA/AGP,**2940UW**/IDE,2xUSB,4xDim,VGA,PnP,ATX	$ 539
Atlanta-P-II,440LX,3xPCI/2xISA/1xAGP,2xIDE/IO,2xUSB,3xDimm,Phoenix,ATX	$ 189
Portland-P-II,440FX,3xPCI/3xISA,2xIDE/IO,Yamaha Audio,USB,4x72-pin,ATX	$ 159
Venus-Pentium/Pro-150~200Mhz,Natoma,4xPCI/3xISA,2xIDE/IO,2S/1P,4x72,ATX	$ 89
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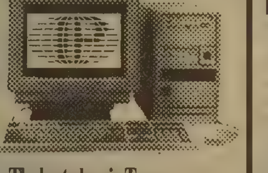

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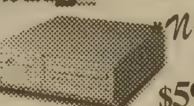

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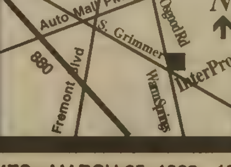

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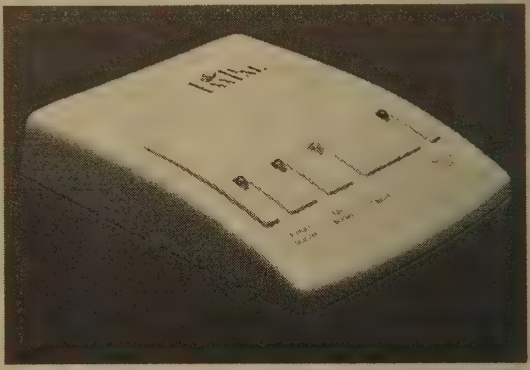
List Price: $169; $99 on special at their Web site.
Review By: Woody Liswood



Do you have a standard fax/data modem card in your computer and leave your computer on continuously to receive faxes? If so, you probably send $2 or more per day for the electricity to run your computer. FaxPal offers a solution that can save you more than just a few dollars a day in utility costs.

FaxPal is a small standalone box that receives faxes, stores them in flash memory, and lets you download, view, and print them when you turn on your computer. FaxPal draws so little electricity I doubt you would see any increase in the electricity bill from using it. It can, however, save about $1.50 a day by turning off your computer when you leave the office at the end of the day.

FaxPal also works with an answering machine, letting you receive faxes and mail on the same telephone line. FaxPal monitors the phone line and if it hears a fax tone, it will capture the fax. FaxPal can work as an outgoing fax modem, but not as a regular data modem, which in my opinion, is the only problem with FaxPal.

My FaxPal came with 512K of Flash Memory, that can store up to twenty pages of text. With the 2MB or 4MB memory upgrade, it can store up to 180 fax pages. If you are expecting a fax longer than twenty pages, just leave your com-

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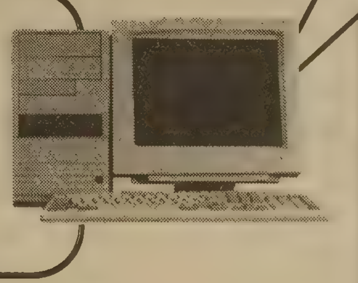

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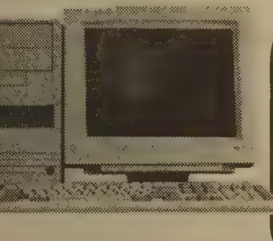

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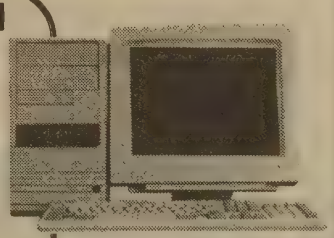

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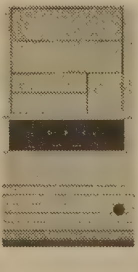

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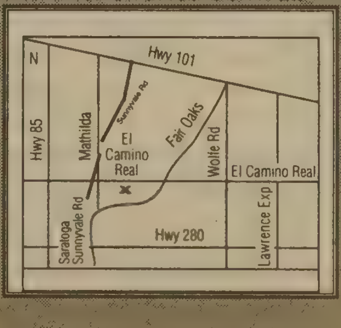


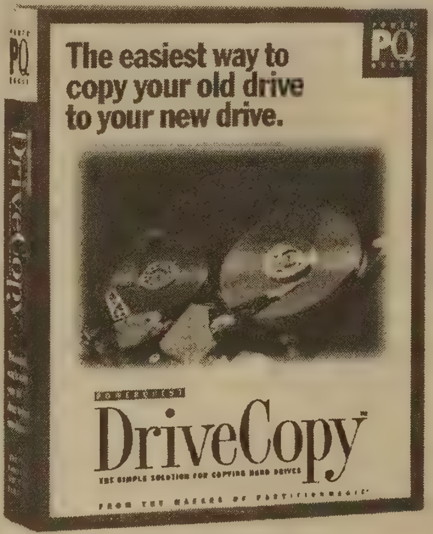
puter on and FaxPal will automatically upload the faxes as they are received.

The only odd problem I encountered was in using FaxPal as an outgoing fax machine. It works, but not if the Manager program is in memory. I tested FaxPal with both WinFaxPro 8.0 and with Microsoft Fax under Windows 95 and found no problems. (InfoImaging Technologies, Inc., 7026 Knoll Center Parkway, Ste. 201, Pleasanton, CA 94566. 510/485-4000. *www.infoimaging.com/*)

Windows Software Reviews

DriveCopy

Published By: Powerquest Corp.
List Price: $29.95
Review By: Woody Liswood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The easiest way to copy your old drive to your new drive.
DriveCopy
THE SIMPLE SOLUTION FOR COPYING HARD DRIVES
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DriveCopy is one of those nifty utility programs that solves a problem we all face from time to time. As its name suggests, DriveCopy copies everything from one hard drive to another hard drive. This lets you keep all your settings and preferences—you do not have to reinstall any software or the operating system.

DriveCopy is perfect when you are upgrading from that small hard drive to one of those new multi-gigabyte drives. Now, instead of relying on backup programs, tape drives, Zip drives, and lots of expensive media to hold the backup while you change drives, just use DriveCopy to move everything to the new drive. It works with all versions of Windows 95, Windows NT, Windows 3.x, DOS, OS/2, as well as FAT, FAT32, NTFS, and HPFS partition types. I even tested it under Windows 98 without any problems.

There is one requirement, however. You must feel comfortable opening your computer and fooling with a jumper or two on the hard drive to set your hard drives as either master or slave in a multi-drive system.

DriveCopy's procedure is simple. First create a bootable floppy. DriveCopy is a DOS program that runs from a floppy disk, not from the hard drive on your system. Next, power down. Install the new drive as the master drive in a multi-drive system. Change the jumpers on your old drive to make it a slave, but leave it in your system. Start your computer from the floppy you just made. Insert the DriveCopy diskette and run DriveCopy. The DriveCopy documentation has instructions on setting jumpers for a number of popular drives, but you might have to contact the manufacturer if your drive isn't listed.

In a few minutes, everything will have transferred from the old drive to the new drive. Take out the old drive, if you wish, and reboot the system. That is all there is to it. If you take out your old drive, remember to reset the jumper on your new drive so that it is a master drive in a single drive system.

I tried DriveCopy in two situations. First was the normal one using two IDE drives. When DriveCopy refused to run I called tech support. This was not a fun experience. After spending close to five minutes on hold, I was asked to leave a message and that someone would call me back. The first call back took three days. I was told I had an "older" version of the software and they would send me a new version. Nothing ever came. I called twice more and left messages, but no one ever called back. I finally called the corporate office, demanded to speak to someone, and was finally sent the new software. After that, DriveCopy ran perfectly.

The second situation was installing a new SCSI drive under Windows 98. In this situation, I could not set either drive as master or slave. I had to have the IDE drive as the bootable drive and the SCSI drive as the second drive in the system or the computer would not boot. DriveCopy handled this situation with no problem. I booted from the floppy, ran DriveCopy using a command line switch that is clearly shown in the documentation for this type of setup, and, again, everything ran smoothly. When this was finished, I removed the old IDE, and the SCSI drive booted with no problem.

In my opinion, this is a "must have" utility for anyone upgrading their system. (Powerquest Corp. 1083 N. State St., Orem, UT 84057. 801/226-8977. *www.powerquest.com/*)

SmartBoard32

Published By: Insight Software Solutions
List Price: $24.95
Review By: Woody Liswood

Have you ever been irritated that Windows lets you copy-and-paste only one item at a time with its clipboard? SmartBoard32 offers a solution. This new Windows utility retains multiple clipped items and lets you paste any or all of those items whenever and wherever you want.

For example, before SmartBoard32, when you are working in Word and want to copy several different paragraphs of text, a graph, and a table from one document to a new one, you would have to move between the two documents cutting and pasting one item at a time. In other words, finding the first item in the older document, copying it, switching to the second document, locating where it belongs, pasting it in, and repeating this process for each excerpt. With SmartBoard32, this task becomes much easier. First, select and copy each item from the first document. Second, open the second document. Third open SmartBoard32 from the task bar. Select the first item and paste it into the document, select the second item, and paste it in, repeating this until everything is where it belongs.

Since SmartBoard32 makes a copy of what you place in the clipboard, those items are saved until you explicitly delete them. Lose power, turn off the computer, no matter what, everything will still be there. You can also copy multiple items into a single clipboard item, using SmartBoard32's multi-copy mode. In this mode, each item you copy to the clipboard is appended to the previous item, giving you a single clip composed from multiple items.

To let you know SmartBoard32 is running, your computer beeps whenever you copy something to the clipboard. When opened, SmartBoard32 appears as a mini file manager. You can categorize your saved items and place them into separate folders. If you do a lot of cut-and-paste, using a set of standard paragraphs in various documents, SmartBoard32 is an elegant way to keep copies easily accessible.

All in all, SmarBoard32 is another must have utility. It is a great time saver and lets you do something the Windows 95 clipboard should, but doesn't. (Insight Software Solutions, Inc., PO Box 354, Bountiful, UT 84011. 801/295-1890. *www.wintools.com/*) ■

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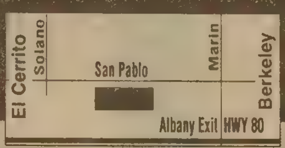

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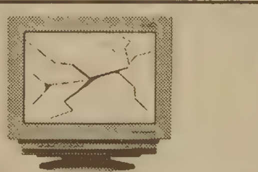

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Gulch Gossip

by Jonathan E.

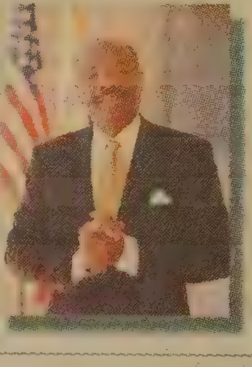
Summitry In The Gulch:
Things Are Seldom What They Seem

It is a peculiar concept to hold a summit in order to talk about a gulch, to ascend to an airy peak to peer within the narrow confines of a slit in the earth, but such is the logic of public relations when politicians and business people wish to converse for the purpose of sniffing each other out.

Certainly, the word "summit," with its exalted historical imagery, excites response to an unusual degree, implying the presence of all major players and promising solutions for a new age of progress.

Thus it is perhaps not surprising that I got several earfuls of dissenting opinion about its value from those who felt slighted by not being included in the **Multimedia Summit**, held February 26 and 27 at San Francisco State's Multimedia Studies Program. Even when I asked some who are customarily positive about all such industry events and propaganda, they rapidly changed the subject and wandered off, perhaps worried about being quoted, putting some implied distance between themselves and the Summit.

Simply put, it should have been called a "town meeting," with subsequently lowered expectations—but that is, of course, not the way of either the city of San Francisco, which habitually suffers from delusions of grandeur as the creative center of the cultural universe, or the local digital and multimedia industry, which spends about as much time puffing itself up and inventing new paradigms to justify its existence as it does actually producing anything of any great practical use.



Office of the Mayor
City and County of
San Francisco

Given the deeper, more structural problems facing the industry that are generally not discussed in the polite or public circles of Multimedia Gulch, it is reassuring that parking emerged as the biggest problem facing the local industry! Perhaps the rural imagery of the "Gulch" has fooled everyone into believing that San Francisco is actually some buccolic burg with one stoplight and plenty of space to tie up the horses in front of the general store. In fact, the Gulch is, as anyone who's actually been there really should have noticed, a bustling business district in a major American metropolis; parking and traffic problems come with the territory, just like they do everywhere else that relies on the automobile to such a ridiculous extent. Or are the Los Angeles freeways suddenly clear, and parking now given away in Manhattan, two major competitors for the crown of interactive multimedia center of the world?

MULTIMEDIA
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And, reportedly, it is indeed the fear of San Francisco multimedia companies pulling up stakes and moving to those parking paradises that has San Francisco's city fathers all aflutter.

TUMULT AND DISSENT

However, there are those dissenting views mentioned earlier to consider.

One view is that this was a bald attempt by the city's politicians to bring the tumultuous and disorganized multimedia industry into the fold of traditional political patronage by encouraging the larger companies to find a way to be able to afford to buy themselves some politicians. Certainly the speakers at the Summit did not include representatives from any of the district's many smaller and more creative businesses or grassroots organizations, the enthusiasts who, to a large extent, fuel both the social and the technical excitement, while an assortment of venture capitalists and other large corporate players, most of whom do not directly produce media but instead provide auxiliary services such as consulting, got to state their cases.

Another view was that **Mayor Willie Brown**, tired of being browbeaten—it makes his famous hats fit not so well—by the many opposing opinions about the economic value of multimedia to the city, convened the Summit in order to hear it all at once and get it over with.

A third opinion was that this was a desperate attempt to attract some outside investment into the much hyped district and its semi-attached educational institution, an institution widely known to be in considerable debt and unable to either attract sufficient students or fulfill its announced educational goals. In this scenario, the first day of the Summit becomes not a neighbourly way to show the Japanese how to launch their own multimedia district, but a ploy to get them to bail ours out.

Perhaps the purpose of the whole thing was just to figure out who was going to hand out how much to whom; perhaps the purpose was to figure out why the industry was taking so long to getting around to payback after five years of breathless hype, organized by an alliance of public and private interests, including the initial official seeding of the **Multimedia Gulch** legend by the **Chamber of Commerce** in 1992, about how new media was going to become the city's economic salvation.

Back in 1992 that was all visionary stuff with no numbers worth talking about to back it up. Sure, any fool could wander around South Park and notice that there were no longer large groups of drunken derelicts standing around blazing oil drums, as there had been only a few years earlier. Generally, it was obvious that the South of Market area had reached the bottom of its economic cycle and was now entering a seriously upwards phase of gentrification. By 1992, it was no longer a place where cheap rents and easy-going attitudes for sex clubs, illegal after-hours joints, and artist's warehouse lofts could be taken for granted.

Some observers believe that Multimedia Gulch really began several years earlier when **Marc Canter** moved **Macromedia**, then called MacroMind, from Chicago to San Francisco in early 1988, becoming the first known software company in the neighborhood—although there had been loads of band rehearsal spaces around for years, not to mention print shops galore, and there were already a few video-editing outfits on the media front. Other software and digital media companies drifted into the SOMA district attracted by each other, the general artistic milieu, and the then-still-cheap rents for rough ex-warehouse office spaces or live/work situations.

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In This Section:

- **Gulch Gossip**
  By Jonathan E. 174
- **From Palmtops To Multimedia**
  New StrokeMap Format Offers New Capabilities
  By Tony Reveaux...182

And then in 1992, some bright spark in the Chamber of Commerce, whose name now appears to be lost, ignited the Multimedia Gulch craze with a deliberately conceived publicity campaign.

RUNNING THE NUMBERS

Now, in 1998, there are some new numbers to play around with in a survey performed by **Coopers & Lybrand** for the **San Francisco Redevelopment Agency** and **MDG.org.** These are the numbers that excited the politicians' renewed interest in this constituency.

What Coopers & Lybrand found was that the local new media industry employs 35,000 people, up 69% from 1995, and had revenues in 1997 of $2.2 billion, up from $1.7 billion the previous year. This kind of rapid growth always seems to attract attention; in business it stimulates the greed gland; in medicine it attracts oncologists who are looking for cancerous tumours. Well, people have to eat, even those who manipulate information, and business is business so what's wrong with $2.2 billion?

As the old cliché goes, "There's lies, damned lies, and then there's statistics." The survey seems to be the last of the three.

Firstly, taking it at its own face value, those earnings are only $62,857 per employee, not a very healthy number for a supposedly booming industry. Secondly, an increase of only $.5 billion in revenues last year implies a slowing down of the growth rate in an industry with a measured history of only about five years. Thirdly, the numbers were apparently extrapolated from responses from 77 companies. Supposedly, questionnaires were sent to 379 firms, but ***Wired*** pegs the number of local firms at 181.

Looking at the somewhat mysterious ***www.gulch.com*** site (which posted the Summit's agenda and hosted its Webcast) reveals listings of various multimedia producers—some of whom are no longer in business, which might explain both the discrepancy in numbers and the somewhat low response rate if questionnaires were sent to this list.

What does all this mean to the bottom line? If you extrapolate from 77 replies assuming there is a total of 379 companies, you will more than double the numeric value of your results compared to the results you would obtain from using the lower number of only 181 companies.

Further arithmetic produces other numbers that I find questionable. Using 379 for the number of local companies gives the average number of employees as 92.3 and the average revenues as $5.8 million. Both seem high for an industry characterized in the report as being mainly comprised of small companies, almost half with less than ten employees and one-third with revenues of less than $300,000. Of course, if there are really only 181 companies, those averages would be more than twice as high. Granted, those averages could easily be skewed upwards by only a very few larger companies.

If you want to scratch your own head over the numbers, the report, all 800K of it, can be downloaded as a PDF file from ***www.mdg.org*** . I also have little doubt that some replies to the survey employed that well-worn trick to obtaining subscriptions to free controlled-

continued on page 178

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- S3 64 SVGA Card w/2MB DRAM
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- Mini-Tower Case w/230W PS
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- 2 - USB, 2 - 16550 Serial & EPP on Board
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- Enhanced 104-Key PS/2 Keyboard
- Microsoft PS/2 Mouse
- Windows 95 (OEM, CD-ROM Version)

Monitor Not Included

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628266 U	D T	200MMX	32MB	256K	2.5GB	16X	CRL	WIN 95	**$1369**
628269 U	D.T	166MMX	16MB	256K	2 5GB	OPT	CRL	WIN95	**$995**
300PL									
656238 U	D.T	200MMX	32MB	512K	4.2GB	24X	MATROX MYSTIQUE	WIN 95	**$1729**
656250 U	D.T	233MMX	32MB	512K	4.2GB	24X	MATROX MYSTIQUE	WIN 95	**$1919**
659216 U	D.T	166MMX	32MB	512K	2.5GB	OPT	MATROX MYSTIQUE	WIN 95	**$1369**
659284 U	D.T	200MMX	32MB	512K	OPT	OPT	MATROX MYSTIQUE	WIN 95	**$1449**
300XL									
658810 U	D.T	P-II 233	32MB	512K	2.5GB	16X	S3/2MB	WNT 4.0	**$2039**
658812 U	D.T	P-II 233	32MB	512K	2.5GB	OPT	S3/2MB	WIN 95	**$1859**
658851 U	D.T	P-II 266	32MB	512K	4.2GB	16X	S3/2MB	WNT 4.0	**$2319**

*PLEASE CALL FOR OTHER MODELS *MONITOR SOLD SEPARATELY *3-YEAR WARRANTY

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- **Intel Anchorage AN430TX ATX M/B**
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- 1.44 MB Floppy Drive
- **4.3GB** IDE Hard Drive
- **24X** EIDE CD-ROM Drive
- **Yamaha OLP4 SA on Board**
- 56K Internal Fax/Modem w/Voice
- **Diamond Stealth 64 3D w/4MB VGA Card**
- ATX Tower Case w/235W Power Supply
- Amplified Stereo Speakers 160W
- ECI 104 Keyboard w/PS/2 Style
- Microsoft OEM PS/2 Mouse w/Pad
- Windows 95, CD-ROM Ver.

Monitor Not Included

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200MHz MMX	$949
233MHz MMX	$1019

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- 3.1GB UIDE Hard Drive
- 24X CD-ROM Drive
- **Sound Blaster AWE 64 Value (OEM)**
- 56K Internal Fax/Modem w/Voice
- Diamond Stealth 64 PCI w/2MB DRAM
- Mid-Tower Case w/230W P.S.
- Amplified Stereo Speakers 160W
- Enhanced 104 Key Keyboard
- Microsoft OEM Serial Mouse w/Pad
- Windows 95 (OEM, CD-ROM Ver.)
- MS Word 97 • MS Works 4.0
- MS Arcade • MS Internet
- MS Internet • MS Home Essentials 97

Monitor Not Included

166MMX	$929
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233MMX	$1039

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All Models Include Keyboard & Mouse

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D4596 B	D.T	200MMX	32MB	NO	2.5GB	24X	YES	2MB	WIN 95	**$1349**
D561388 A	D.T	233MMX	16MB	10/100	2.1GB	OPT	NO	2MB	WIN 95	**$1209**
D3991N	D.T	166MMX	32MB	10/100	2.5GB	8X	YES	2MB	WNTW	**$1789**
D3993 A	D.T	200MMX	16MB	NO	2.5GB	8X	YES	2MB	WIN 95	**$1615**
D5591 A	D.T	166MMX	16MB	NO	1.0GB	NO	NO	2MB	WIN 95	**$939**
D5592 A	D.T	166MMX	16MB	NO	2.1GB	NO	NO	2MB	WIN 95	**$995**
D5602 A	D.T	200MMX	16MB	NO	2.1GB	NO	NO	2MB	WIN 95	**$1035**
D5604 A	D.T	200MMX	32MB	NO	2.1GB	NO	NO	2MB	WIN 95	**$1249**
D5223 B	M.T	233MMX	32MB	NO	4.0GB	24X	YES	2MB	WIN 95	**$1629**
D5044 N	D.T	PII 266	32MB	10/100	4.0GB	24X	YES	4MB	WNTW	**$2039**
D5052 N	M.T	PII 266	64MB	10/100	4.0GB	24X	YES	4MB	WNTW	**$2195**
D5550 A	M.T.	166MMX	16MB	NO	2.1 GB	NO	NO	1MB	WIN 95	**$919**
D5555 A	M.T.	166MMX	16MB	NO	2.1GB	16X	NO	1MB	WNTW	**$1095**
D5633 N	M.T	200MMX	32MB	NO	2.5GB	NO	NO	2MB	WNTW	**$1349**

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P2L97 Pentium® II ATX 440LX	$179
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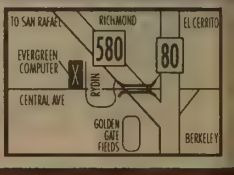

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510 CDT	133	2.1	16	10X	28.8	12.1TFT	$CALL
730 XCDT	150MMX	2.1	16	10X	28.8	12.1TFT	$CALL
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2000 CS F1371A	133MMX	1.3	16	NO	NO	12.1DSTN	$1719
5700 CT F1352A	150MMX	1.8	16	NO	NO	12.1TFT	$2159
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380 ED 26356 AU	66MMX	3.0	16	8X	NO	12.1TFT	$2579
560 E 264040 U	166MMX	2.1	16	NO	NO	12.1TFT	$2889
760 XL 9547U9C	166MMX	2.1	16	OPT	NO	12.1TFT	$3669
770 954830 U	233MMX	4.0	32	OPT	NO	13.3TFT	$3995
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765 TX	166MMX	3.2	32	20X	56K	12.1TFT	$3059
634 TX	133MMX	2.0	16	16X	33.6	12.1TFT	$1929

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5280	233MMX	2.1	16	20X	56K	12.1DSTN	$2179
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7580	233MMX	4.0	32	20X	56K	13.3TFT	$3519
1120	233MMX	4.3	32	20X	56K	13.3TFT	$3179
7370	200MMX	3.2	32	20X	56K	12.1TFT	$2949
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4000T 4MB, 17ppm, 1200dpi w/3 Trays	1269
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GULCH GOSSIP

continued from page 175

circulation magazines—multiply the truthful number of your employees and revenues by ten.

So perhaps the report is a rather impressive bluff. Perhaps what it's really saying is that, despite all the hype, the multimedia industry isn't really all that big, not big enough to make substantial contributions to the political process anyway—but, on the other hand, it is big enough and has enough clout to get Willie Brown down to the Summit so he can hear complaints about the parking situation.

WHAT SORT OF A JOB WAS THAT ANYWAY?

If there is one thing that any mayor has to pay attention to it is the issue of jobs. And if there is one thing that the multimedia industry has consistently promised, it is that it will produce jobs.

Another report, this one by **A. T. Kearney Inc.**, shows the multimedia industry using what it obviously thinks is its ace card to coerce the mayor's attention: supposedly one-third of the local companies are considering relocating outside San Francisco—despite the frequent lip service paid to the absolutely wonderful creative qualities of the San Francisco labor force, qualities that cannot be found, say, in Modesto. And, of course, the multimedia industry will employ former welfare recipients.

Well, let me tell you what I see, based not on any great survey but on ten years worth of observing the local industry and on talking with hundreds of workers at various levels of that industry over those years.

I see an industry that cannot find its way, that hops from one idea to another with the attention span of a flea, that cannot develop a market, that promises the stars and delivers a handful of dirt, that consistently exploits its lower level workers while its executives hobnob from one conference or salon to another desperately attempting to pick up all the latest buzzwords, pushing branded aggregate channels, before anyone figures out that they have no idea of what the last round of buzzwords meant.

Harsh words, I know, and not true of every Gulch company nor applying only to Gulch companies. But how else to explain the star independent developers of yesterday, content people with ideas of their own, who are now happy or at least relieved to be on salary at corporate tool makers? How else to explain the near total collapse of local CD-ROM content publishers?

How else to explain the huge number of internships and unpaid jobs at some of the industry's better known names while their executives pull down fat numbers for themselves? How else to explain the near ubiquitous short-term contract positions in blatant defiance of the intent of state labor laws and any fundamental sense of fairness? How else to explain the downsizings and failures? How else to explain the recent slow down in job postings? How else to explain the incredibly high number of responses to any halfway decent job opening?

The only explanation that makes sense is that the promises of the industry have been consistently overstated and unrealistic. When this cycle of deceit—oh! let's be kind and call it enhanced expectations—started, the Web was basically unheard of; CD-ROMs and interactive television were going to be the big money makers. We all know how badly they fell on their faces, although, as reported several times in this column courtesy of **Ralph Rogers** of **Dataquest Inc.**, sales of CD-ROMs worldwide continue to increase. The Web subsequently exploded, perhaps because nature abhors a vacuum, perhaps because it's basically free.

Regardless, the Web attracted attention like a stripper in a church and one business model and application after another was tried in a wide range of attempts to make money off it. Content was king for a while, and we were all supposed to jostle each other in a rush to view this content on various corporate and advertiser-supported sites. Signs are now emerging that content is the deposed king: **MSN** has dropped almost all its non-game or straight informational content, while **George Vernadakis** in his ***Inter@ctive Week*** column reports many conversations wherein content is declared dead and e-commerce to be the new contender. I'll guarantee you that the claims for e-commerce will, in time, turn out to be similarly overstated.

MUCKING ABOUT IN THE MUD

All this would not be so distasteful if it did not form such a consistent pattern, if these were just isolated mistakes here and there, but as it is it amounts to close to a system to fleece gullible investors and run stock scams, something of which I've actually heard one developer accuse another.

In ***New Media***'s current issue featuring the new crop of new media prognostications, **Frank Catalano** supports this observation, noting that in 1998 Internet businesses providing free information and services to consumers will be forced to make money. He suggests that "cagey entrepreneurs will abandon or sell existing Web businesses in droves and come up with a whole new digital industry in order to lure new venture capital. It will probably have something to do with information delivery on smart wireless phones. Think of it as rats leaping from sinking ship to sinking ship." Thank you, Frank, for saving me the trouble of coming up with such a colorful metaphor.

It is important to remember that many CD-ROM developers and Web evangelists are in fact extremely principled, creative and idealistic people, genuinely concerned with making the world a better place. The point here is simply that so far the business climate has been most unstable and the limited market that has developed is not large enough to support the galloping greed of the breadheads, to use an expression from the '60s.

One thing that has been little remarked upon about the rise of desktop media and the Web is that it will inevitably make media more amateur—in the good sense of the word—or rather make more amateur media, rendering professional media less dominant. The other side of the coin is that media skills will become devalued much in the same way that the price of media tools has dropped precipitously over the past decade. Genuine exalted talent will, of course, continue to fetch premium prices but **Moore's Law** applies to skills as well as semiconductors.

One other thing that should be noted here is that it is as misleading to talk about the new media industry as it is to talk about agriculture. Just as there are different crops and various livestocks requiring various skills and habitats to raise successfully for a range of return on investment, the digital multimedia industry ranges from tool manufacturers to corporate Web site developers to game developers to production houses specializing in video, animation or audio to designers and probably half a dozen other categories. All have their own business models and technical requirements. To lump them all together obscures the detail needed to understand the whole situation. As Marc Canter used to ask, "Why are we talking about a CD-ROM industry?"

EXCUSE ME, SIR, MAY I HAVE ANOTHER SERVING OF BILE?

Ultimately, when you get down to brass tacks, the local industry has no one to blame but itself for any problems it may face. It is essentially

GULCH GOSSIP *continued...*

producing goods for its market too expensively and needs to either expand its market or cut its costs. To complain that it is now so successful that its hyperinflated opinion of itself has convinced so many that it's real and that they must be part of it is pathetic.

What's physically happening South of Market is typical of post-gentrification, and the attitudes exhibited at the Summit are also typical of post-gentrification. Those who got in early and now face escalating rents and traffic have to face the results of their success in convincing others that they're so cool. Those who are late-comers and missed the crest of the wave should just acknowledge their bad timing rather than run whining to the city that things aren't as they expected.

I suppose it shouldn't be too much of a surprise, however, for businessmen to spend so much time trying to pass the costs of their doing business on to others; it's probably a standard class in business school.

From the city's point of view, there's that old standby, "Don't believe the hype!"—either about itself or about the industry. If the industry really wants and needs to be in San Francisco, it will find a way to pay the rents and it'll learn how to ride the bus. If it doesn't, it'll go somewhere cheaper and less crowded.

It's already too late for San Francisco to be the continuing one and only center of the multimedia business. Those $500,000 movie Web sites will be done in LA where the film business is and where $500,000 is a mere drop in the bucket of a movie's production budget; there's no reason for the work to be done here. Get over it and don't cry about it.

As for the vague proposals for the city to tax property developers and subsidize rents for multimedia startups—get real! Who do you think the developers will raise the rent on to pay the taxes? Talk about a circular argument! And for now, there seems to be an oversupply of workers, so why worry about training more, especially when there'll likely be a whole new range of skills needed in two years time?

Overall, the multimedia industry has done a better job of convincing the city of its own sense of its value than it has of doing the real job of making and selling some media. It's particularly ironic that many in the industry espouse those libertarian principles of keeping the hands of government off business even as they look for government help. Add to that the ideals of decentralization so loudly proclaimed by many digital evangelists as they clamor to coalesce in the Gulch and the whole thing begins to look more like **Alice Through The Looking Glass** than any genuine approach to business or politics.

If I were a developer, I'd go almost anywhere other than South Park. Spokane sounds good; it's got a healthier track record than San Francisco, just check **Cyan**, creators of ***Myst*** and ***Riven***. ■

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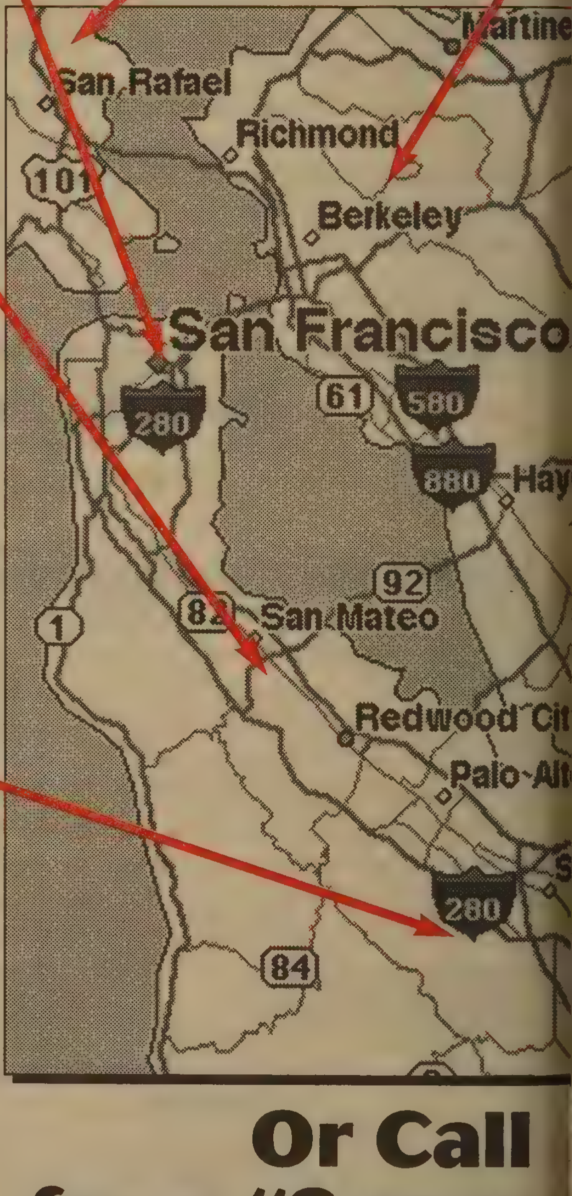

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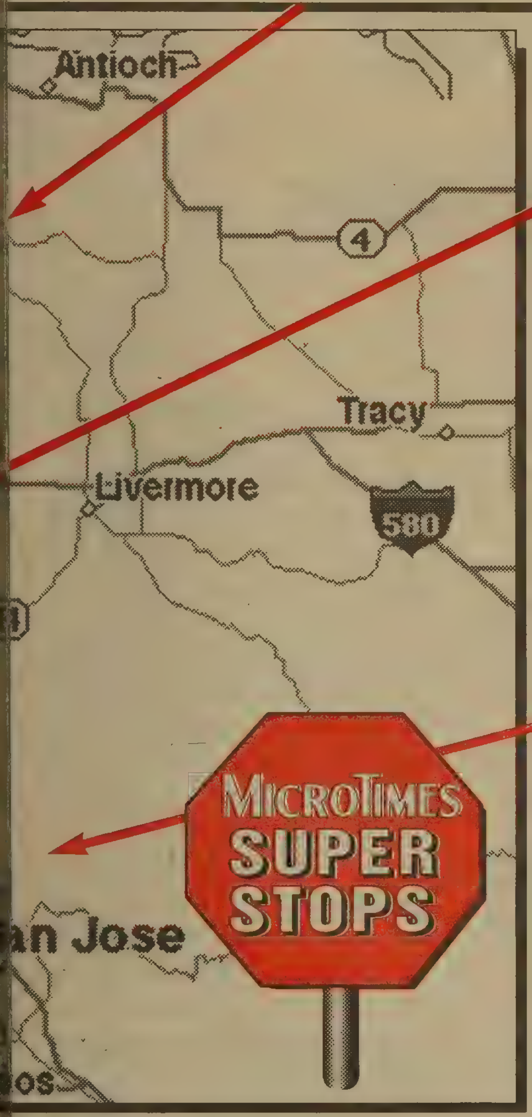

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It will be starting out in the palm of your hand, but the compact StrokeMap Format (.smp) may reach far beyond two-dimensional notes and sketches to become a cross-platform industry standard supporting voice, motion and performance documents in three dimensions.

The first commercial product based on .smp technology will be NCP's Virtual NotePad, available in April for $15. It turns the popular 3Com PalmPilot Personal Digital Assistant (PDA) into an endless pad of electronic paper for note taking. You can create sketches and handwritten files which retain all of the intelligence of how you created them. You can then export those files directly to your Wintel PC and view them in a standard Web browser, using NCP's freeware Carbon plug-in. From there, you can send them through the Internet to other Carbon-based users, or even send the Carbon plug-in along with them.

NCP created Virtual NotePad using technology originally developed at Bell Laboratories, the research and development unit of Lucent Technologies. NCP will license a StrokeMap (.smp) format-based Software Development Kit (SDK) to companies wishing to develop applications for other platforms.

pilot
D.rections
202

As three-dimensional implementations of .smp arrive, we may be able to visit a Web site for a safe petting zoo, where, from your desktop, you could feel the skin of a rhinoceros, a crocodile or a python.

BEYOND BITMAPS

.smp differs profoundly from bitmap (.bmp) formatting, which is what you get when you write or make a sketch on a graphics tablet. Bitmaps of handwriting and sketching are just dots on a screen—a picture of where the pen has been. The .smp format document acts like real-time vector analysis that is recorded and then played back as an event.

It can even be replayed and edited in a time sequence to show the order in which things are written and drawn. A comparison might be like that of a page of text in MS Word. If you email it as an attachment it retains all its formatting and can be edited directly. But if you fax that page, like a bitmap it is just a picture of that page, and cannot be edited. This means that with Virtual NotePad you will be able to take notes in your normal handwriting, instead of learning an artificial scripting method like Graffiti.

"There is a great deal of interest in .smp for signature verification and as a role-player in e-commerce," says Lawrence A. Husick, Director, .smp Business Unit, NewCo Partners (NCP). "We'll see the use of simple devices; trackpads on laptops, stand-alone trackpads as signature

BY TONY REVEAUX

capture devices. They're down to $10 now. The trackpads already built into standard laptops can be used this way for .smp input. If you have a smartcard on which your .smp signature has already been coded, we can do it right there at the point of purchase." .smp can also be used to provide authentication for electronic documents for the legal industry and for passkey coded entry applications into secure installations.

NEW DIMENSIONS

"Virtual NotePad, our first .smp product," explains Husick, "is two dimensions plus a pressure coder. We do not yet address three-dimensional space, but it is certainly in the cards for us to read more than two dimensions. You could then use this system with a pressure-sensitive tablet for a digital artist to create what is much more akin to an oil painting, where you form layer upon layer. We can actually let you extract a tiny piece of a stroke rather than undoing the whole stroke. The detail can be as fine as you want, depending on how much memory you'd like to take and the number of points that we store. That could include infinite levels of undo, backup and re-do in an artistic environment. On top of that would be the ability to modify that in any dimension of the data stream."

"I can certainly envision a time," he adds, "when what we're really going to have is systems for artists which are actually capable of reproducing the forces used by an original artist in helping you to train your hands, much like the force feedback and velocity systems that have been designed for pianos where you are mimicking the way someone plays. If you look at the very highest-end electronic pianos like Disclavier and Yamaha, those systems know about force and velocity. They have very complicated and sophisticated attack control systems. I have seen systems at the MIT Media Lab which actually allow you to put your fingers on the keys and feel how someone else played the music. I can see having that for brushes, pens and palette knives."

With force feedback technology, as used in some gaming joysticks and in Immersion's Feelit Mouse, users can experience icons with drag and snap, or feel the textures and surfaces of rough, grooved and liquid objects and environments. Weights, collisions and adhesions can be felt and reacted to. The .smp technology is pointed in that direction, where the StrokeMap can be developed to something like a DepthMap, and topographical documents could be recorded, edited and replayed. We may be able to visit a Web site for a safe petting zoo, where, from your desktop, you could feel the skin of a rhinoceros, a crocodile or a python. But does that mean that we will have to beware of people spamming us with spiny sea urchins?

BOOKS: BACK TO THE BASICS

Every now and then we need to get back to the basics, especially in this complex, fast-changing digital domain. These two titles address our most fundamental means of communication within that realm—the language of speech and the language of telecommunications through the Internet.

Dan Gookin is the DumbFather of IDG's totally out-of-control, best-selling Dummy series, which got started a few years ago with his *DOS for Dummies* book. *The Illustrated Computer Dictionary for Dummies*, 3rd Edition by Dan Gookin & Sandra Hardin Gookin (IDG Books, 326 pp. $19.99) will bring you up to speed in TechTalk, SiliconSpeak, GulchGrok

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- 16MB 60ns EDO RAM
- 2.1GB Ultra DMA Hard Drive
- 1.44MB Floppy Drive
- PCI 64-Bit SVGA card w/1MB (to 2MB)
- 104-Key Win 95 Keyboard
- Mini Tower Case w/230W Power Supply

Pentium® 133MHz $389

Intel® 200MMX/233MMX $430/495
AMD K6-200/233MHz 439/469
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PLEASE SEE FULL PAGE AD ON PAGE 9

High Performance Multimedia Notebook

- Intel 430TX Core Logic / 512K L2 Cache
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- 16MB RAM up to 128MB
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- 2xType II or 1xType III PCMCIA/Card Bus & Zoomed Video
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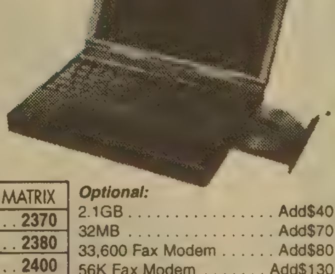

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166MMX	1800	2380
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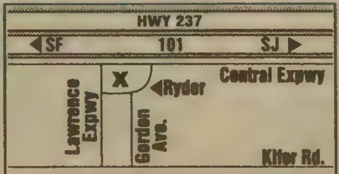

FROM PALMTOPS TO MULTIMEDIA *continued...*

and any other forms of industry jargon you will need to juggle.

In 2,000 entries, the authors do a good job in hitting on all the points with definitions and pronunciations of terms like compiler, FPU, partition and taskbar. Where they really are helpful is their inclusion of all those terms that you may not find in Webster's, but you will overhear at Starbucks: Smoke and mirrors, mail bomb, COMDEX, reverse-engineer, Spock, and the different flavors of nerds.

Their infusion of humor into this material can help break the ice for many who find it forbidding. Others may find that a little bit of comedy goes a long way, and that it gets intrusive. Most of the pictures are gratuitously humorous. I would rather see a few cartoons laid in for laughs and use all those spot art spaces for informative illustrations that might help me understand the words and concepts a bit more.

How The Internet Works by Preston Gralla (Ziff-Davis Press, 290 pp, $29.99) may at first seem like a picture book for newbies and beginners, who are, of course the ideal audience; the book covers the whole infosphere of data communications over the Internet. It reveals all the facts of life such as connections, domain names, and the underlying architecture of the Internet: email, Usenet, chat, FTPing, browsers, markup languages, databases, push, agents, CGI, and more elusively complex topics like VR, animation, Shockwave, intranets and firewalls.

When it explains something like Telnet or WAIS, it provides a screen shot only as a cameo to give an idea of the interface. The real strength of this book is in its clear, full-page dynamic flow diagrams. Here is where all of us could probably use some help, in being able to visualize and explain what can seem like mysterious forces and processes that we must take on faith. And, none of these schemas confirm or deny the existence of an Internet God. ■

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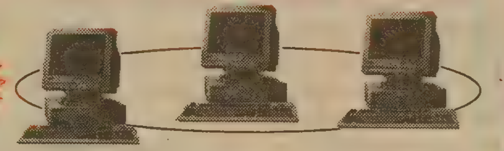

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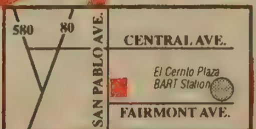

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www.ibm.com/storage

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Data Recovery .188
Hardware .189
Hardware Wanted .189
Investigative Services .189
Internet .189 - 191
Media .191
Media Duplication .190 - 191
Media Supplies .191
Monitors for Sale .192
Personals .191
Printer and Computer Supplies .192
Repairs .191 - 195
Software .192

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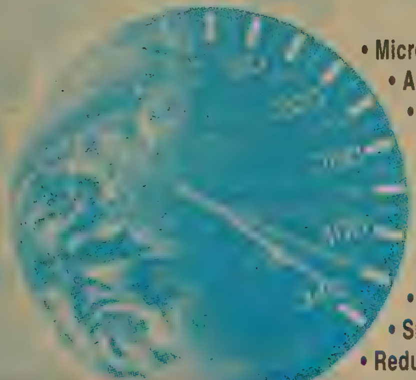

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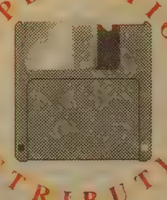

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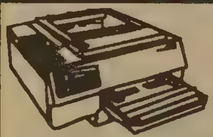

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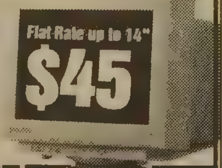

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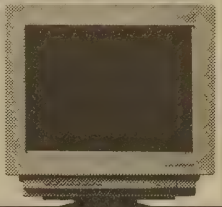

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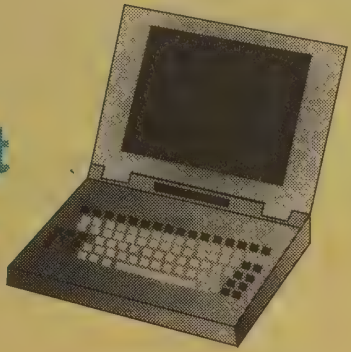

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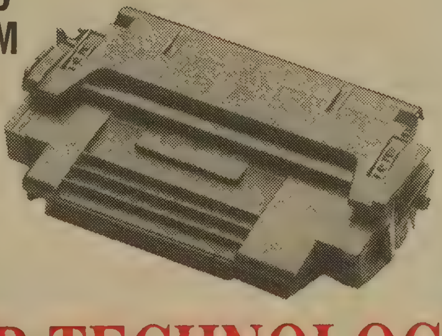

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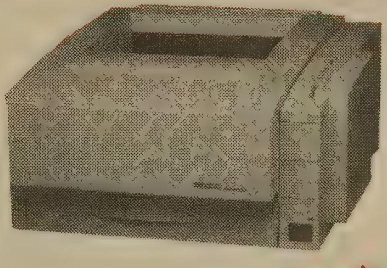

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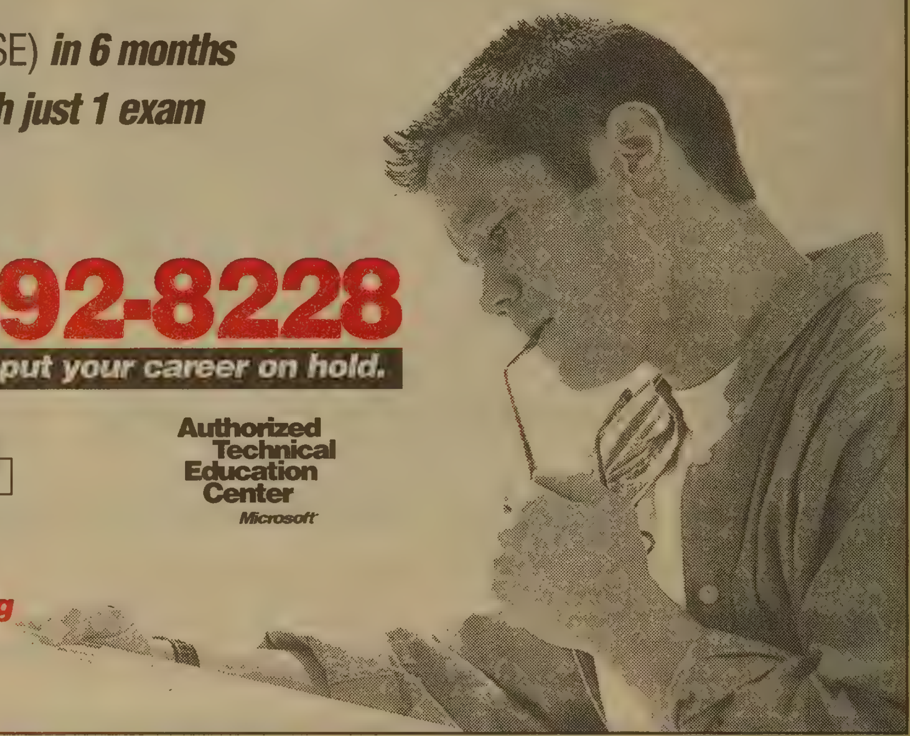

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CAREER OPPORTUNITIES

SALES - INTERNET business services in SF Bay area. Entry level, internet knowledge and sales experience required. Work in Oakland for rapidly expanding Internet Service Provider. Salary + commission & benefits. Fax resume/cover letter to 510-291-5161 or email to welcome@inreach.com

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Resources

Calendar Of Events

Conferences, Shows, Special Events

March

March 21 Robert Austin Computer Show. Oakland. Robert Austin Corp. Contact: 1-800-243-7041 or *http://www.robertaustin.com* .

March 22-25 PC (Platform For Communication) Forum. AZ. EDventure Holdings Inc. Contact: *http://www.edventure.com/pcforum/pcforum.html* .

March 23-26 ICE Boston. MA. Contact: *http://www.idg.com/ice* .

March 24 Energizing and Motivating IT Human Resources. San Francisco. TBI. Contact: *http://www.tbicentral.com* .

March 24–27 Java One Developer Conference. San Francisco. ZD Comdex & Forums Contact: 1-800-668-2741, or *http://java.sun.com/javaone/index.html* .

March 28 Robert Austin Computer Show. San Francisco. Robert Austin Corp. Contact: 1-800-243-7041 or *http://www.robertaustin.com* .

March 29–April 2 INFOCOM '98. San Francisco. Contact: (908)949-2761, *ramesh@bell-labs.com* , or *http://www.comsoc.org/infocom/98* .

March 30–April 1 Advanced SQL Programming Techniques. Toronto, Canada. DCI. Contact: (978)470-3880, or *http://www.dci.com* .

April

April 1-2 Search Engines and Beyond. MA. Infonortics. Contact: *http://www.infonortics.com/boston98.html* .

April 3-4 OPENARCH '98. San Francisco. Contact: (212)854-1747, *aurel@ctr.columbia.edu* , or *http://comet.ctr.columbia.edu/openarch* .

April 7 Free Seminar: CNE/MCSE Certification–Networking For Your Future. San Jose. LANOP. Contact: (408)441-9902.

April 14-16 Web.Builder SF. San Francisco. CNET. Contact: *http://www.cnet.com/Content/Builder/web.builder/sf98/* .

April 14-16 Advanced SQL Programming Techniques. Boston, MA. DCI. Contact: (978)470-3880, or *http://www.dci.com* .

April 14-18 WWW7 (World Wide Web Conference). Brisbane, Australia. Contact: *http://www7.conf.au* .

April 16–18 Midwest Graphics 98. MN. Graphic Arts Show Company, Inc. Contact: *http://www.gasc.org* .

April 20–23 Expo Comm USA 98. IL. E.J.Krause and Associates. Contact: (301)493-5500, or *http://www.ejkrause.com/expocomm/usa* .

April 21-23 DSP Spring Design Conference. Santa Clara. Miller Freeman, Inc. Contact: 1-888-239-5563, *dspworld@mfi.com* , or *http://www.dspworld.com* .

April 21-23 Embedded Systems Conference. Santa Clara. Miller Freeman, Inc. Contact: 1-888-239-5563, *dspworld@mfi.com* , or *http://www.dspworld.com* .

April 21–23 Microsoft Explorer 98 Conference and Expo. Atlanta, GA. DCI. Contact: (978)470-3880, or *http://www.dci.com* .

April 22-30 Data Warehouse World. San Francisco. DCI. Contact: (978)470-3880, or *http://www.dci.com* .

April 23-24 Year 2000 Implementation, Testing and Tools Workshop. GA. DCI. Contact: (978)470-3870, or *http://www.dci.com/internet* .

April 23–25 Waterside Publishing Conference. San Diego. Waterside Productions, Inc. Contact: *http://www.waterside.com* .

April 26-30 Computer Audit, Control and Security (CACS 98). IL. Information Systems Audit and Control Assoc. Contact: *http://www.isaca.org/cacs98.htm* .

April 27-29 Internet & Electronic Commerce Conference and Exposition (iEC). NY. Gartner Group. Contact: (203)256-4700, *iec@expocon.com* , or *http://www.expocon.com* .

April 27-30 DVC '98 Spring Conference and Exhibition. Santa Clara. Contact: 1-800-227-1234, or *http://www.bcr.com* .

APRIL 14–16

Web.Builder SF

SAN FRANCISCO

Web.Builder San Francisco is created for people who design, develop, deploy, and maintain World Wide Web sites. This includes Internet, intranet, and extranet sites. The conference sessions will present topics of interest to experienced Web designers, developers, and technically oriented management staff. There will be three tracks at the conference: Form, Function, and Foundations. The Form track will focus on why to use particular Web design and development concepts and technologies. The Function track is on how to design and develop Web sites. The Foundations track is ideal for Web professionals involved in determining when to build what on the Web—especially those interested in trends and management issues or involved in making strategic decisions at the department and workgroup level. Sessions may include high-concept discussions of how to create better methods for designing, building, deploying, and maintaining Web sites of all types and sizes. Keynote speaker Guy Kawasaki (computer industry pioneer and evangelist) will speak on the topic, "Rules for Revolutionaries." He is currently on a leave of absence from Apple where he held the titles of Apple Fellow and Chief Evangelist. For further details on the Web.Builder SF Conference check out *www.cnet.com/Content/Builder/web.builder/sf98/* .

MAY 27–30

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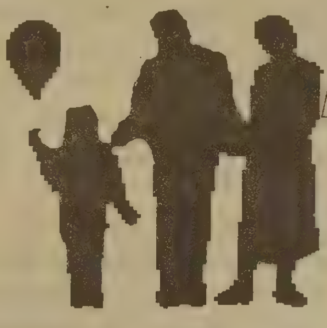

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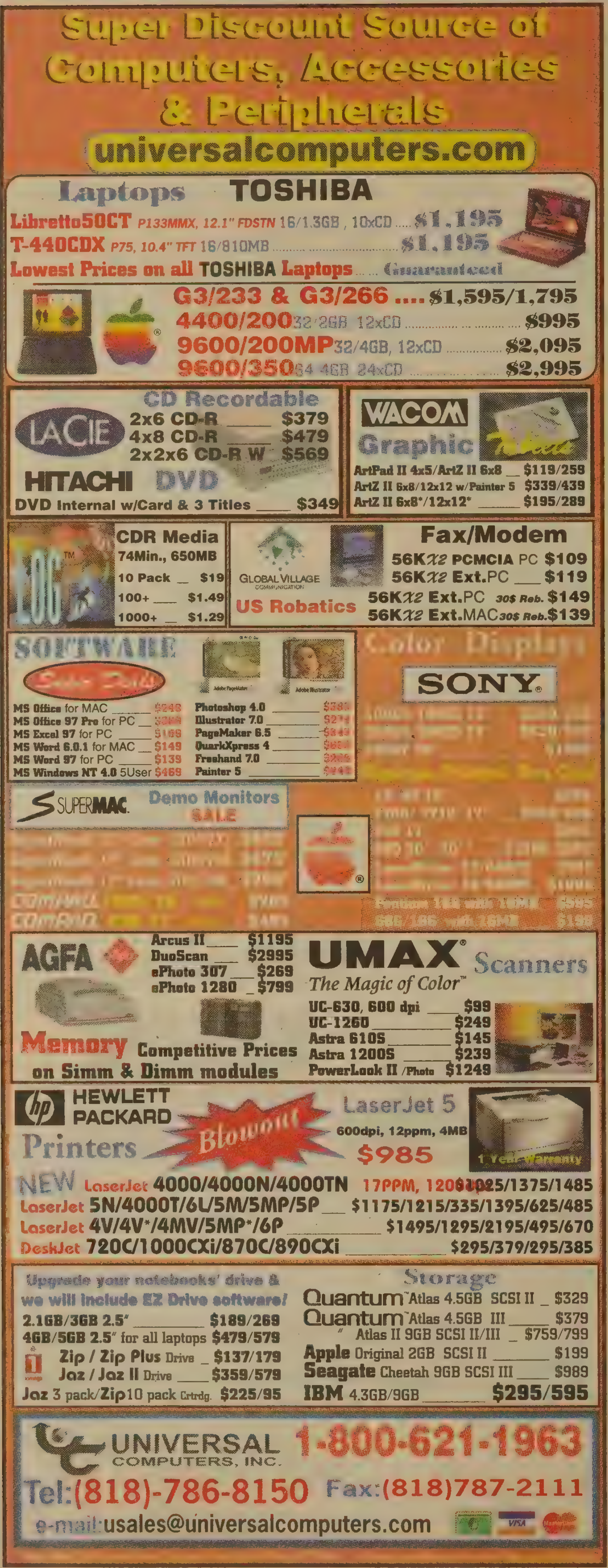
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DVD Internal w/Card & 3 Titles ____ $349

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MS Excel 97 for PC ____ $169
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MS Word 97 for PC ____ $139
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Illustrator 7.0 ____ [illegible]
PageMaker 6.5 ____ [illegible]
QuarkXpress 4 ____ [illegible]
Freehand 7.0 ____ [illegible]
Painter 5 ____ [illegible]

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Quantum Atlas 4.5GB III ____ $379
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Apple Original 2GB SCSI II ____ $199
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IBM 4.3GB/9GB ____ $295/595

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Resources

Calendar Of Events *continued...*

April 27– May 1 IT Forum '98 San Francisco. Moscone Convention Center, San Francisco. Miller Freeman. Contact: *http//www.itforum.com*.

April 28–30 EMA98: Messaging in the Millenium. San Francisco. Electronic Messaging Association. Contact: *http://www.ema.org*.

April 28–30 The Enterprise Architecture Conference v 1.1. San Francisco. DCI. Contact: (978)470-3880, or *http://www.dci.com*.

April 30–May 1 IEEE-USA Conference: "Engineering Careers Into the 21st Century: Maximizing Individual and Organizational Growth." AZ. Contact: (202)785-2180.

May

May 4–8 Networld+Interop98. Las Vegas, NV. Interop Contact: 1-800-944-4629, or *http://www.interop.com*.

May 18–21 PC Tech Forum. Fairmont Hotel, San Jose. PC Magazine/ Micro Design Resources. Contact: 1-800-527-0288, or *http//www.pcmag.com/pctechforum/*.

May 20–22 Forum For Hand-Held Computing In Healthcare. LA. World Market Strategies Ltd./PDA. Contact: *http://www.pda-expo.com*.

May 27–30 Electronic Entertainment Expo (E3). GA. idsa. Contact: 1-800-315-1133 or *http://www.e3expo.com*.

Classes, Seminars, Workshops

March

March 21–22 Windows 95 Super Weekend. San Francisco. The Learning Annex. Contact: (415)788-5500.

March 24 Intro to Windows 95. San Francisco. The Learning Annex. Contact: (415)788-5500.

March 23 Intro to the IBM PC. San Francisco. The Learning Annex. Contact: (415)788-5500.

March 25 Microsoft Access. San Francisco. The Learning Annex. Contact: (415)788-5500.

March 25–26 Testing Windows 95 and NT Workstation 4.0 Applications. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

March 26 Word 7.0 Advanced. San Francisco. The Learning Annex. Contact: (415)788-5500.

March 26 Intro to FrontPage. San Francisco. The Learning Annex. Contact: (415)788-5500.

March 28 Year 2000 Issues. Oakhurst. Oakhurst/Yosemite Internetworking Services. Contact: (209)683-1499, *info@seeyosemite.com*, or *http://www.seeyosemite.com*.

March 28 Intro to the Mac. San Francisco. The Learning Annex. Contact: (415)788-5500.

March 28 Intro to HTML. San Francisco. The Learning Annex. Contact: (415)788-5500.

March 28 Advanced HTML. San Francisco. The Learning Annex. Contact: (415)788-5500.

March 28 Using the Internet Part 4: Search Strategies. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

March 28 Supporting and Deploying Windows 98. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

Calendar Of Events *continued...*

March 30 Introduction to Computer Networking. Oakhurst. Oakhurst/Yosemite Internetworking Services. Contact: (209)683-1499, *info@seeyosemite.com* , or *http://www.seeyosemite.com* .

March 30 Certificate Program: Internetworking with MS TCP/IP. San Francisco. UC Berkeley Extension. Contact: (510)642-4111.

March 31 How to Sell Ads Online. San Francisco. The Learning Annex. Contact: (415)788-5500.

April

April 1 Word 97. San Francisco. The Learning Annex. Contact: (415)788-5500

April 2 Advanced Web Page Design Class. San Francisco. Computer Arts Institute. Contact: (415)546-5242, *cai@sirius.com* , or *http://www.sirius.com/~cai* .

April 3 Intro to Java. San Francisco. The Learning Annex. Contact: (415)788-5500

April 4 Internet for the Inexperienced. San Francisco. The Learning Annex. Contact: (415)788-5500.

April 6 Intro to Windows 95. San Francisco. The Learning Annex. Contact: (415)788-5500.

April 6 Advanced UNIX. San Francisco. The Learning Annex. Contact: (415)788-5500.

April 6–9 AutoCAD R14 Fundamentals Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838, *TeachACAD@aol.com* , or *http://www.copperconn.com* .

April 7 Excel 7.0. San Francisco. The Learning Annex. Contact: (415)788-5500.

April 8 Microsoft Access. San Francisco. The Learning Annex. Contact: (415)788-5500.

April 8 Excel 97. San Francisco. The Learning Annex. Contact: (415)788-5500.

April 9 Advanced Web Page Design Class. San Francisco. Computer Arts Institute. Contact: (415)546-5242, *cai@sirius.com* , or *http://www.sirius.com/~cai* .

April 9 Intro to Word 7.0. San Francisco. The Learning Annex. Contact: (415)788-5500.

April 9 Word 7.0 Advanced. San Francisco. The Learning Annex. Contact: (415)788-5500.

April 10 QuickBooks 5.0. San Francisco. The Learning Annex. Contact: (415)788-5500.

April 11 Intro to HTML. San Francisco. The Learning Annex. Contact: (415)788-5500.

April 13 Intro to the Mac. San Francisco. The Learning Annex. Contact: (415)788-5500.

April 13 Internet Intensive. San Francisco. The Learning Annex. Contact: (415)788-5500.

April 13–16 AutoCAD R14 Advanced 2-D Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838, *TeachACAD@aol.com* , or *http://www.copperconn.com* .

April 14 Evaluating the Quality of Localization Deliverables. Mt. View. SimulTrans, L.L.C. Contact: *http://www.simultrans.com/events.htm#schedule* .

April 14 Intro to Windows 95. San Francisco. The Learning Annex. Contact: (415)788-5500.

April 15 Intro to PowerPoint. San Francisco. The Learning Annex. Contact: (415)788-5500.

April 16 Advanced Web Page Design Class. San Francisco. Computer Arts Institute. Contact: (415)546-5242, *cai@sirius.com* , or *http://www.sirius.com/~cai* .

April 16 Advanced HTML. San Francisco. The Learning Annex. Contact: (415)788-5500.

April 16–18 PCB Design for Surface Mount Device Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838, *TeachACAD@aol.com* , or *http://www.copperconn.com* .

April 18 Intro to FrontPage. San Francisco. The Learning Annex. Contact: (415)788-5500.

April 20 Intro to Microsoft Outlook 97. San Francisco. The Learning Annex. Contact: (415)788-5500.

April 21 Mail Merge. San Francisco. The Learning Annex. Contact: (415)788-5500.

April 25 Intro to HTML. San Francisco. The Learning Annex. Contact: (415)788-5500.

April 25–26 Windows 95 Super Weekend. San Francisco. The Learning Annex. Contact: (415)788-5500.

April 27 Intro to the IBM PC. San Francisco. The Learning Annex. Contact: (415)788-5500.

April 27 Intro to Word 7.0. San Francisco. The Learning Annex. Contact: (415)788-5500.

April 27 Word 7.0 Advanced. San Francisco. The Learning Annex. Contact: (415)788-5500.

April 27 Intro to UNIX. San Francisco. The Learning Annex. Contact: (415)788-5500.

April 27 Advanced UNIX. San Francisco. The Learning Annex. Contact: (415)788-5500.

April 27–28 Year 2000 Implementation, Testing and Tools Workshop. San Francisco. DCI. Contact: (978)470-3870, or *http://www.dci.com/internet* .

May

May 1 Intro to Java. San Francisco. The Learning Annex. Contact: (415)788-5500.

May 4 Intro to Windows 95. San Francisco. The Learning Annex. Contact: (415)788-5500.

May 4 Internet for the Inexperienced. San Francisco. The Learning Annex. Contact: (415)788-5500.

May 4–7 AutoCAD R14 Fundamentals Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838, *TeachACAD@aol.com* , or *http://www.copperconn.com* .

May 5 Excel 7.0. San Francisco. The Learning Annex. Contact: (415)788-5500.

May 5 Mail Merge. San Francisco. The Learning Annex. Contact: (415)788-5500.

May 7 Intro to Word 7.0. San Francisco. The Learning Annex. Contact: (415)788-5500.

May 7 Word 7.0 Advanced. San Francisco. The Learning Annex. Contact: (415)788-5500.

May 7–9 Basic Electronics and Printed Circuit Components Seminar. Santa Clara. The Copper Connection. Contact: (408)970-9838, *TeachACAD@aol.com* , or *http://www.copperconn.com* .

May 8 QuickBooks 5.0. San Francisco. The Learning Annex. Contact: (415)788-5500.

May 11 Internet Intensive. San Francisco. The Learning Annex. Contact: (415)788-5500.

May 11–14 AutoCAD R14 Advanced 2-D Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838, *TeachACAD@aol.com* , or *http://www.copperconn.com* .

May 12 Demystifying Unicode and Understanding Its Revelance to Localization. Mt. View. SimulTrans, L.L.C.. Contact: *http://www.simultrans.com/events.htm#schedule* .

May 13 Intro to PowerPoint. San Francisco. The Learning Annex. Contact: (415)788-5500.

May 16 Intro to FrontPage. San Francisco. The Learning Annex. Contact: (415)788-5500.

May 18 Intro to Word 7.0. San Francisco. The Learning Annex. Contact: (415)788-5500.

May 18 Word 7.0 Advanced. San Francisco. The Learning Annex. Contact: (415)788-5500.

May 18 Intro to UNIX. San Francisco. The Learning Annex. Contact: (415)788-5500.

May 18 Intro to Microsoft Outlook 97. San Francisco. The Learning Annex. Contact: (415)788-5500.

May 18–21 AutoCAD R14 3D Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838, *TeachACAD@aol.com* , or *http://www.copperconn.com* .

May 20 Microsoft Access. San Francisco. The Learning Annex. Contact: (415)788-5500.

May 25 Intro to the IBM PC. San Francisco. The Learning Annex. Contact: (415)788-5500.

May 25 Advanced UNIX. San Francisco. The Learning Annex. Contact: (415)788-5500.

May 30–31 Windows 95 Super Weekend. San Francisco. The Learning Annex. Contact: (415)788-5500. ■

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408

El Observador. (408)372-9054. Free Internet/ Usenet. Text, humor, literature, rants, coffee, UFOs, and more. NIRVANAnet. [Exp. #177]

Escape To Other Worlds BBS. (408)956-1745. 24 hrs., 28,800. Meet other people online through our matchmaker or online games. [Exp. #177]

Hacker Heaven BBS. (408)375-5455. 24 hrs., DOS, CP/M, Commodore, Atari, TRS80, etc. Experimental code forum, and support for older computers. Email and more. All welcome. Free. [Exp. #177]

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Sherman's Shelter BBS. (415)872-0242. 8-N-1, Fido echo and more including Usenet connection. WildCat v4.20 with an ANSI or textual interface. Has a qwk door! Free. [Exp. #179]

The Compound Eye. (415)749-0426. Hip weirdness, no validation, free. NIRVANAnet. Deekoo L. & Monde. [Exp. #178]

TLC Net Server. (415)826-2116. 24 hrs., 33,600. LORD 4, games, chat, email, Telnet, FTP, PPP, POP3, Internet. [Exp. #179]

Ultimate Force. (415)441-1120. 8-N-1, 24 hrs., 300–19,200. Online games, multi-message bases, files, 1.2GB. Only comlink network in Northern CA. Free access. [Exp. #179]

510

Aaron Construction Company BBS. (510)521-0281. 8-N-1, 24 hrs., 1200–28,800. Construction information, files and Paul Revere Network conferences. Free. [Exp. #177]

Camphor Fountain BBS. (510)439-0712. 24 hrs., FidoNet, Bahai'iNet, parenting, writer's club, recovery, spirituality. Since 1992. Free access. Sysop: Zaynab Richmond. [Exp. #177]

Digital Richmond BBS. (510)231-9362. 8-N-1, 24 hrs., 28,800. Files, message nets, online games. Free. [Exp. #177]

Greater Light Online. (510)741-5572, 754-6010. 24 hrs., Christian-oriented. Wildcat! 5 GUI. Files, games, message bases. Fee/free. Sysops: Michael Bryant, Beverly Reagan. [Exp. #178]

Hypoxia BBS. (510)353-1310, 651-7328, 651-3876, *http://www.geocities.com/SiliconValley/6056/hypoxia.html* . 24 hrs., 28,800. Open to Mac and PC. For the GUI client visit our Web site. Free basic access, $15/year for complete access. Sysop: Lord Lief. [Exp. #177]

Red Dwarf BBS. (510)261-3966. 24 hrs., 300–28,800. WildNet, UFOnet, MSI SupportNet, messages,files. SciFi/RPG-based, but we offer more. All welcomed. FREE. Sysop: Earl Williams. [Exp. #178]

The Little Village. (510) 237-5338. 8-N-1, 24 hrs., 33,600. Files, message nets, online games. Free. [Exp. #178]

The Stage. (510)251-2431. 24 hrs., Pagan-oriented. PODSnet, NIRVANAnet. Magical library. Join the play. No validation, free. Liana. [Exp. #179]

& the Temple of the Screaming Electron. (510)935-5845. Full access on first call, seven lines, chat rooms, encryption, tattoos, phone info, drug questions answered, huge BBS list, NIRVANAnet, Contra Costa Net, free. [Exp. #178]

Windows OnLine. (510) 736-8343, Telnet: WOLLY. WOLNET.COM , *http://www.wolnet.com* . 8-N-1, 24 hrs., 33,600. Largest Windows BBS. Free limited trial. [Exp. #179]

Wishing Well BBS. (510)745-7901. Up to 28,800. Over fifty-five registered online games, quality files, ANSI & RIP graphics, no validation, full access first call. Free! Sysop: MaryLou White. [Exp. #178]

650

Bay Windows BBS. (650) 871-6965. 8-N-1,GT Power network v19. A very friendly BBS. Echo Mail sponsored here, No gifs, NO handles allowed. FREE BBS. Door games for caller. CD-ROM on line, large collection of shareware updated for callers to download. Sysop: Judy. [Exp. #179]

Kill-O-Byte BBS. (650)344-1563. 24 hrs., 2400–33,600. Online files, CD-ROMs, games, Amiga, IBM, OS/2, Windows. FREE access! [Exp. #182]

Lord Jesse's Castle. (650)493-0607.14,400. Friendly sysop. Twenty doors. Many message bases! We just got a cool door called Dogworld! Free. Sysop: Jesse Radin. [Exp. #179]

Peninsula Computer BBS. (650)571-9259. 8-N-1, 24 hrs., 2400–28,800. GT Power Network v1900; email ; nearly 2,000 files: DOS, OS/2, shareware, door games for callers. Sponsored by the Peninsula Computer Club. FREE BBS, *http://www.sirius.com/~jlo* . Bob Wallace. [Exp. #179]

The Floor Show. (650)952-3231. 8-N-1, 24 hrs., 33,600. Messages, files, games. Full access at first call. Newcomers welcome. Free. [Exp. #178]

707

Monkey Glands. (707)542-5587. Linux-based system in Santa Rosa. No validation, free. Sysop: Magic Man. [Exp. #179]

Party Line BBS. (707)542-3193. 24 hrs., up to 14,400. 12 lines. General entertainment, chatlink each night, free access telnet: partyline.com . [Exp. #179]

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US Mail should go to: MicroTimes User Group, 1300 Clay St., Ste. 820, Oakland, CA 94612. **Faxes** are welcome at (510)768-1288. **Email** can be sent to: *sara.tassione@microtimes.com* , or MCI:MICROTIMES.

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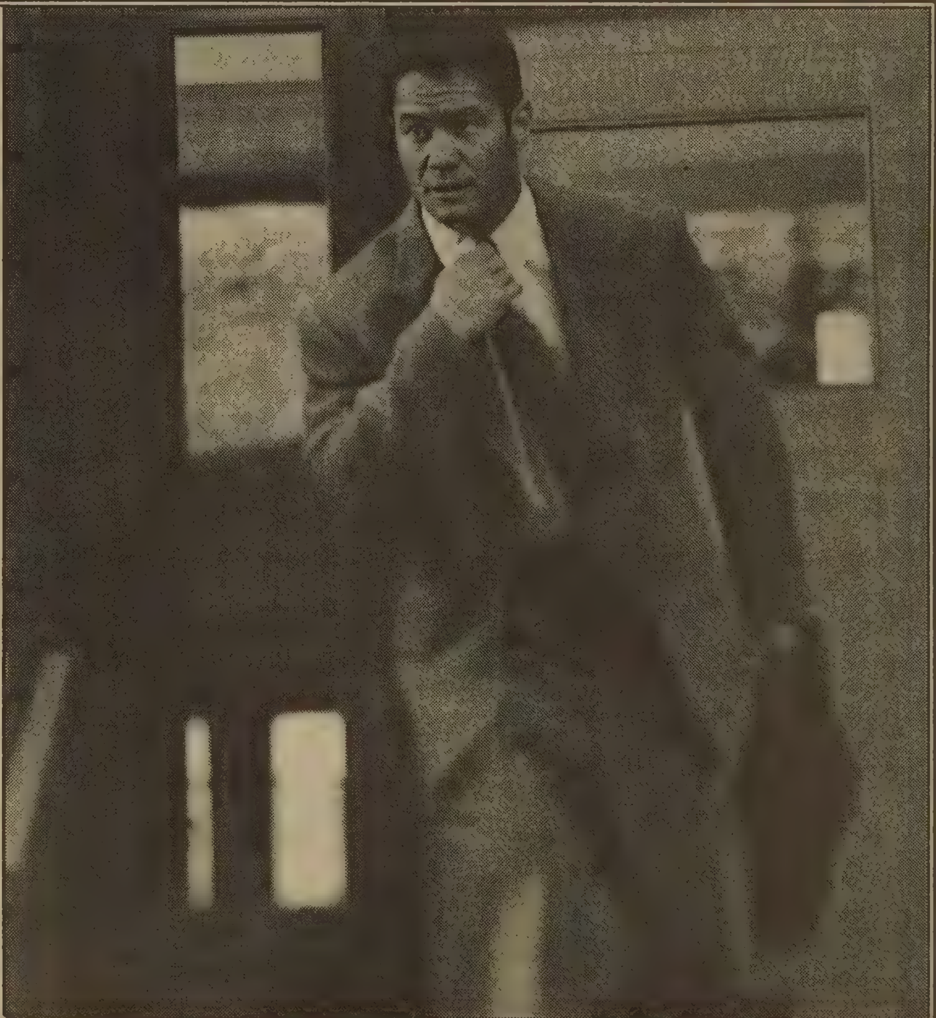

USER GROUPS

AMIGA

AWEST—Amiga Users In SF. Meetings: 2nd Wed., 6:30 pm, Excelsior Branch Public Library, 4400 Mission St. (near Ocean), San Francisco. Call: (415) 474-1164; BBS (415)441-1120. [Exp:#181]

TOGA—The Other Group Of Amigoids. Meetings: 4th Sat., 12:30 pm, Milpitas Community Library Meeting Room, 40 N. Milpitas Blvd., Milpitas. An informal group to share ideas, PD software, and information. Free. Contact: Randy Abel, (408)356-9405 or *rabel1@dsp.com* ; Warren Burnham, (408) 252-3406 or *wburn46506 @aol.com ; http://www.cal web.com/~rabel1* . [Exp:#179]

San Leandro Computer Club. Meetings: 1st Tues., 8:00 pm, St. Leander School, 451 Davis St., San Leandro. Call: Robbie, (510)797-5636. [Exp:#181]

COMMODORE

CHUG (Commodore Hayward User Group). Meetings: 2nd Sat., 2:00-4:00 pm, Palma Ceia Park Clubhouse, Hayward. Commodore 64 and 128 owners are welcome to attend. Call: (510)793-7868. [Exp:#182]

CWEST—Commodore 64/128 Users In SF. 2nd Wed., 6:30 pm, Excelsior Branch Public Library, 4400 Mission (near Ocean), San Francisco. Call: (415)474-1164; BBS (415)441-1120. [Exp:#181]

IBM AND COMPATIBLES

Diablo Valley PC User Group—DVPC. Meetings: 1st Thurs., 7:00 pm, B of A Technology Center in Lobby Conference Room, Bldg. B, 2001 Clayton Rd., Concord. SIGs include Internet, Windows, Beginner's, Visual Basic, education/entertainment, and more. Call: Craig Peterson, (510)556-1449, *bod@ dvpc.org* , or *http://www. dvpc.org* . [Exp:#182]

East Bay FOG. Meetings: 2nd Wed., 7:30 pm, Episcopal Church of St. John-in-Montclair, 1707 Gouldin Rd., Oakland. All microcomputers, MS-DOS, CP/M. Call: (510)653-2627, 8 am–10 pm. [Exp:#182]

Golden Gate Computer Society. Meetings: 4th Mon., 7:00 pm, San Rafael Community Center, 618 B St., San Rafael. Free intro to computers class at 6:00 pm. Call: (415)454-5556, or *http://www.ggcs.org* . [Exp:#179]

PC Clubhouse. Meetings: 1st Fri., 7:30 pm, swap at 7:00 pm, CSU Hayward, Meiklejohn Hall, Room 2002.Learn more about yourcomputer. Product demos. Member help. Call: (510)538-2449, (510)276-6450, or *http://www.pcc. org* . [Exp:#182]

Peninsula Computer Club. Meetings: 2nd Thurs., 7:30 pm, 222 Laurel St., San Carlos. DOS and CP/M libraries. Call: (650)593-9981, BBS (650)571-9259, or *larryw3553@aol.com* . [Exp:#179]

San Francisco Business Computers. Meetings: 4th Tues., 5:30 pm, 110 Pacific, Ste. 153, San Francisco. For people who use computers in their work. Visitors $10. Contact: *sfbc@juno.com* . [Exp:#178]

San Francisco PC Users Group. Meetings: 3rd Tues., 7:30 pm, PUC Auditorium, 505 Van Ness Ave./ McAllister. Presenta-tions, Q&A sessions. Presentations, Q&A sessions. Call: Pierre Hahn, (415)474-1587 or 777-1332 for recorded events message, *http:// www.sfpcug.org* . [Exp:#181]

LEGAL

SF Bar Assoc. WordPerfect User Group. Meetings: 3rd Wed. odd-numbered months, noon, 465 California St., 11th floor, Boardroom. Chair: Al Buchignani. Call: Alvin Buchignani (415)421-5650. [Exp:#179]

MACINTOSH

BMUG—Berkeley Macintosh User Group. Meetings: Every Thurs., 6:30 pm, 2055 Center St., Berkeley (1/2 block south of Berkeley BART at Shattuck). BMUG is the World's Largest Macintosh User Group. All meetings are free, membership not required. Several SIGs also meet in the main office. Call: (510)549-BMUG, or *http:// www.bmug.org* . [Exp:#179]

SLAEUG-San Leandro Mac User Group. Meetings: 1st Thurs., 7:30 pm, San Leandro High School, 2200 Bancroft Ave., San Leandro. Best DOM (3 disks) anywhere. Call: Stan (510)351-3973 or *skline@concentric. net* . [Exp:#179]

MISCELLANEOUS

BayCHI. Meetings: 2nd Tues., 7:30 pm, Xerox PARC Auditorium, 3333 Coyote Hill Rd., Palo Alto. Computer-Human Interaction Group. Free and open to the public. Contact: Infoline (408)235-9422, or *http://www.baychi.org* . [Exp:#181]

MS Access Peninsula User Group. Meetings: 2nd Fri., 1:00 pm, Metro Center Building, 9th floor, Foster City. All welcome from beginners to professionals. Contact: *http://www.ram page.net/accdocs/sigs/htm* . [Exp:#181]

North Bay Users Group NBUG. Meetings: 2nd Thurs., 7:30 pm, 330 Rodgers St., Vallejo. Open to all. Contact: Lolly, (707)645-8768 or *http//home.inreach. com/nbug* . [Exp:#181]

Silicon Valley Clarion User Group. Meetings: 2nd Weds., 7:00 pm, San Jose. Contact: Don Wood, *http:// www.desine.com/svcug* . [Exp:#181]

MULTIMEDIA

Multimedia SIG Of The Software Forum. Meetings: 4th Thurs., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. $10. Contact: Mike Schmit, *mschmit@ compcore.com* . [Exp:#179]

NETWORKING

South Bay Novell User Group. Meetings: 2nd Thurs., 6:00 pm, Novell offices, 2275 Trade Zone (at Lundy, off Montague east of 101), San Jose. Buffet, vendor presentations, technical education, user forums, "Networking in Hell" stories. Contact: (650)525-4567 or *ALLANH @SBNUG.ORG* . [Exp:#179]

NOVELL

Novell Users Group of Monterey/Salinas/Santa Cruz. Meetings: 3rd Thurs., 6:30 pm, 40 Ragsdale Dr., (Ryan Ranch), Monterey. Membership: $25/year or $5/meeting. Contact: *jspen cer@jps.net.* [Exp:#182]

PC and TRS-80 Nybblers Computer Club. Meetings: 3rd Fri., 8:00 pm, Prado Internet Access, 1260 A St., Hayward. Contact: *Nybblers@aol.com* , or *http://members.aol.com/ Nybblers* . [Exp:#181]

PROGRAMMING LANGUAGES

Java SIG of the Software Forum. Meetings: 1st Tues., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. Free to members, $10 for non-members. Contact: Tom Hill, *java sig@worldware.com* . [Exp:#181]

TEXAS INSTRUMENTS

TI-99/4A. Meetings: 2nd Sat., Oakland. Need programs/hardware? Call: Fred, (510)530-8335. [Exp:#179]

UNIX

Bay Area FreeBSD Users Group (BAFUG). Meetings: 7:30 pm, San Francisco and Redwood City. See Web site for times and locations. Free and open to all interested in FreeBSD and/or UNIX. Refreshments are provided. Meetings are free. Contact: *http://www. freebsd.org, http://www. arachna.com/freebsd/free bsd-sf.html* , or *spidaman @arachna.com* . [Exp:#182]

City College of San Francisco Linux Users Group. Meetings: Every Thurs., 3:00 pm, CCSF Student Union, MLK Center, 50 Phelan Ave., San Francisco. Free and open to all interested in Linux and/or UNIX. Contact: (415)239-3108, or *jhauck 01@ccsf.cc.ca.us* . [Exp:#179]

WINDOWS

Bay Area Windows NT User Group. Meetings: 1st Sat., 1:00 pm, San Francisco and Cupertino, see Web site for times and locations. This professional association is for NT systems administrators and developers. Contact: Edwin Rutsch, (510) 528-9895, or *edwin@wyp.net* , or *http://www.bantug.org* . [Exp:#181]

Central California Windows NT Users Group. Meetings: 1st Sat., 10:00 am, Oakhurst. Contact: Robert Slovick, (209)683-1499, or *http://www.inet assist.com/ntug* . [Exp:#181]

NT Bay Area NT Users Group (BANTUG). Meetings: 2nd Weds., 6:30 pm, Teknowlogy Education Center, 50 California St., Ste. 1600, San Francisco. Refreshments are provided. Meetings are free. Contact: Edwin Rutsch, (510)528-9895 or *edwin @wyp.net* , or *http://www. bantug.org* . [Exp:#181]

ASSOCIATIONS

Association For Women In Computing. Meetings: 1st Wed.,6:00 pm, standing room only, Crocker Galleria, 50 Post St., San Francisco. $10 members, $15 guests. Call: (415)979-8450. [Exp:#179]

ICCA Silicon Valley. Meetings: 4th Tues., 6:00 pm, Hobbee's Restaurant, 920 Town and Country Village (Steven's Creek/ across from Valley Fair Mall), San Jose. Regularly-scheduled dinner meetings, $25 non-members/$20 members. Contact: Paul Stith, (408)439-0870, ext 2, *info@icca-sv.org* , or *http://www.icca-sv.org* . [Exp:#181]

San Francisco Association of Internet Professionals. Macromedia, 600 Townsend St., 1st floor, main lobby, San Francisco. A membership- and chapter-driven organization with the ability to unify, support, and represent the global community of Internet professionals. See Web site for meeting times/location. Contact: Jeff Ward, (408) 899-2011, *jward@associa tion.org* , or *http://www. association.org* . [Exp:#181]

Society For Technical Communication, San Francisco Chapter. Meetings: 3rd Wed., 6:00 pm, London Wine Bar, 415 Sansome St., San Francisco. For technical writers and editors. Newsletter, annual competition. Non-members, $12. Contact: (415) 985-7121 or *http://stc.org/region8/sfc/ www* . [Exp:#181]

The Software Forum. Meetings: 3rd Wed., 6:00 pm, Michaels at Shoreline, San Francisco. Call ahead to reserve a place. Contact: Kim Murray (650)854-8298, or *http://www.soft wareforum.org* . [Exp:#181]

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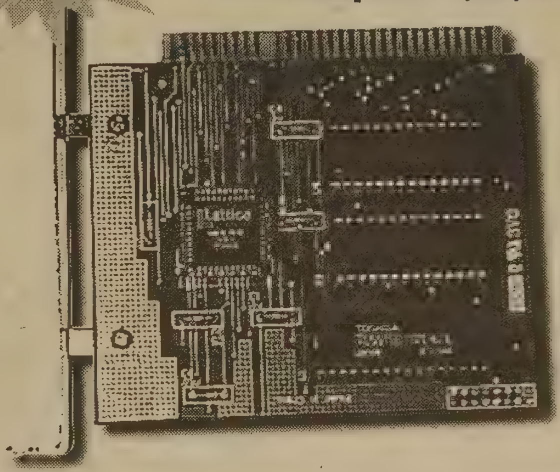

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Windows CE 2.0

continued from page 94

optimistic in my use of the black and white Mobilon). Rechargeable batteries are a must when using color.

One optional gadget that you can add to the Mobilon is a digital camera card from Sharp—this is a PC Card that slides into the Mobilon's card slot. The card contains not only an interface to a camera, but the camera itself; so you can essentially take pictures with your Mobilon itself. Since the unit comes with a simple image editing program, you can view and even do some simple edits to your images right on the machine itself.

Another feature: you can now print directly out of your handheld. I find this particular feature a bit strange; in almost every case where I have been near a printer, there has also been a perfectly good workstation or laptop computer sitting next to it ready to handle the actual chore of printing. What's more, it's much easier to fiddle with formatting and page layout on a full-sized computer; due to the small screen and cramped keyboard of handhelds, they are mostly useful for sketching out ideas and doing some general editing—the "real" finishing work should still be left for the machines with the larger displays for all but the simplest documents. However, next time you happen to run across a printer sitting there with no computer attached, you can use your Mobilon now to get some quick, portable hard copy.

Most importantly, Windows CE 2.0 has a great deal of seemingly minor feature additions and bug fixes which elevate the built-in applications from the status of quirky gadgets to useful tools.

In all seriousness, however, this could be of some use for the mobile professional who wants to travel very light, and who is also carrying a lightweight portable printer along with the one pound Windows CE 2.0 device. Note that only printers that support the PCL standard (HP's printer standard) will work, as that is the only printer driver supplied with CE 2.0. There is no built-in fax support, although third-party software packages are available.

Most importantly, Windows CE 2.0 has a great deal of seemingly minor feature additions and bug fixes which elevate the built-in applications from the status of quirky gadgets to useful tools. As noted above, you can now send and receive binary attachments with your email; this is a very important feature which allows CE 2.0 users to exchange files, including word processing documents, spreadsheets, and pictures, with other users.

The spreadsheet has added all-important viewing options such as the ability to turn off the row and column headings (on a small screen, this can be helpful, giving you a whole extra line or two of visible spreadsheet), turn off the status line (even better), and split the screen, allowing you to navigate a largish spreadsheet while still having some idea where you are. Both the word processor and the spreadsheet now support password-protected files; now you can conveniently store at least some private information on your handheld, a great improvement over the previous version.

The schedule program has an added "agenda view" mode which is concise and useful, and also allows you to modify and edit your schedule completely from the keyboard (the 1.0 version required the use of the touch screen for some operations, which isn't always that convenient).

There are a few steps backward. For example, the contacts application should be one of the most easy-to-use applications—you should be able to just switch to it, hit a key and type in a name, and get information out, as quick as possible. Instead, you have to select the application, figure out which mode you're in (if you're looking at an entry already, you have to close it), select the right "find" field (with the keyboard or the touchscreen), type in the name you're looking for, hit OK, wait for quite a long time, then double-click on the name which comes up. When you're on the run trying to look up a phone number this can be a bit confusing, slow, and difficult—the worst of all worlds. However, it's one of the few flaws in an otherwise greatly improved operating system.

Like Windows CE 1.0, CE 2.0 allows you to connect to the Internet. You can download and send directly from the palmtop. You can surf the Web using Pocket Internet Explorer. The Sharp Mobilon's built-in modem is quite convenient; all you need to do to get on the Net is plug in a phone line and configure a dial-up connection. Configuring a connection is no more complex than doing it on a desktop machine—perhaps a little easier. When you're done you have an Internet access device in your pocket. If you don't happen to have a laptop (or you don't want to lug it with you), this can be very useful.

The Mobilon Platform

The color Mobilon is certainly a very exciting looking palmtop, but the speed of applications is still rather sluggish. For example, a relatively simple operation such as looking up a name in the address book can take several seconds—rather surprisingly slow. Battery life in the Mobilon is remarkably short—using the backlight for even a short period of time seems to drain the batteries very quickly. The built-in modem, though low-power, drains the battery even faster. However, the color machine comes with a rechargeable battery and docking station, making battery life issues a little less critical.

The keyboard on the Mobilon is about the same as most Windows CE devices—it's not possible to type quickly, but it's still faster than handwriting recognition-based devices. The color Mobilon may well be worth it to those who want the coolest-looking palmtop screen so far made, combined with an actually useful version of Windows CE that brings this ultralight OS up to a level where it can compete with low-end laptops for basic functionality. ■

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RESOURCES:

Microsoft Windows CE
Microsoft Corporation
www.microsoft.com/windowsce

Sharp Mobilon HC-4000, HC-4100, HC-4500
Sharp Corporation
www.sharp-usa.com
1-800-BE-SHARP

Big Iron Meets The Web

continued from page 112

thinking of spending money on anything that doesn't support their core competency, banking, then in my mind that would be a waste.

Companies who try to extend their business outside of their core competency will fail because it's outside of their core competency. The technology might be there, but they'll fail for other reasons.

Or have to grow a new company to support it.

Right.

The smart companies are the ones who say, "Here's my core competency. Here are my important business assets. Here's how, at a minimum, I need to extend it."

You can always beautify it, make flames shoot off the page or whatever, but the bottom line is, most humans just want better capabilities. We all are very visual and graphical, but that all wears off. That's worn off with the "hits" example—now people want to do meaningful things. If all this other stuff keeps them from doing meaningful things, that's very very wasteful.

We try to counsel our customers and say "Baby steps. Start with your system and your core competency; this is the system you want to Web-enable. Put a nice little graphical simple front end to it, work out all those details, and then if you really want to extend it to where you want to do some wild things, you'd better make sure that you have all the skills necessary to do that."

That's why I think client/server, in essence, has failed previously, though people are getting better at it. They read in a magazine that you can get rid of your mainframe, and in two months, your mainframe's gone, you'll have a cheaper computing paradigm, and it's real easy. "This is simple stuff, folks. How could it be hard?"

A lot of companies really believed that hype, and they didn't have the necessary skills and knowledge to be able to undertake these projects, and they failed. What did they do then? They outsourced it. Then they spent another $100 million, and they still weren't getting the return on the investment. A lot of those companies are now saying. "Oops, we made a mistake. Let's look back at what we did well. Oh, that was a mainframe? Well, let's see how we can build on that, on what we already know."

This reflects another trend that Internet commerce seems to be driving: intense specialization. Are you seeing more fragmentation in the market as people focus?

I think we need to get to specialization. I think too many people are trying to do everything. People need to get back to basics, and if they are going to get into another type of business, to bring in a specialized group that can do that. Or get ahead of yourself, and hire and train that group, so when you decide to jump into that business, you already have a well-trained group that can take that on.

We talk about the upsides of the Web, but there are some downsides. Once you get technology, and people get access to stuff, they think that they really can do everything. I've seen a number of companies, especially in this valley, go under because they thought they could do it. They thought "this technology is strong enough for us to do everything."

It's not that simple. It really still comes down to what it takes to build a solid business, and it takes an intense amount of expertise in the subject matter in which you want to be number one or number two, at worst; you can't be number ten. You can't be passé or an average player in any market anymore, because the competition is just too intense. ■

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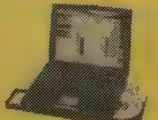

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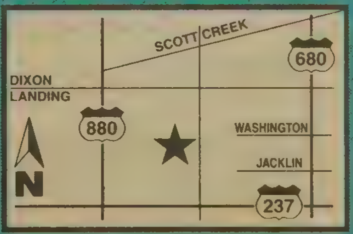

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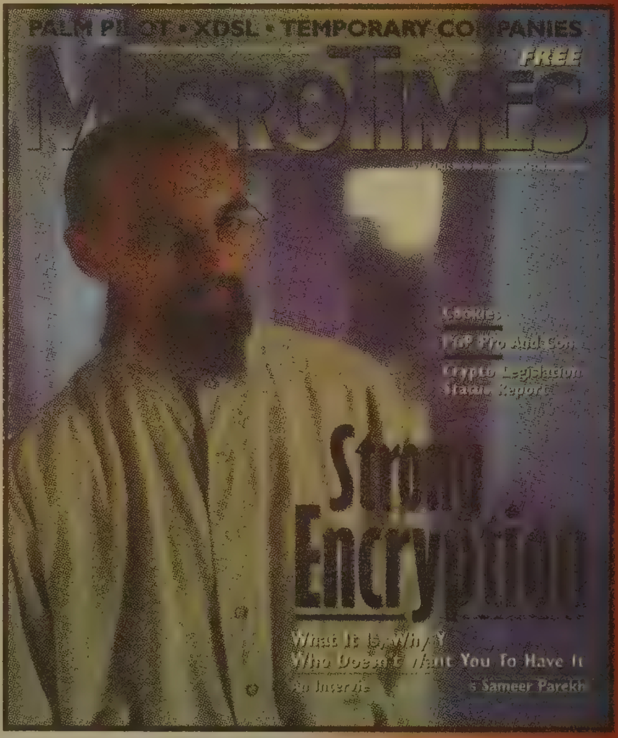
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MICROTIMES

How Browsers Replace Classrooms

continued from page 117

on his or her computer, it is "secure" in terms of privacy issues and "how well" an individual employee does in a particular online class.

The design of the learning modules emphasizes a friendly template-based "look-and-feel." "We try to make it fun. We work to make it very engaging," says Elkeles.

While the basis of the online classes is developed by Qualcomm's in-house multimedia department using HTML (the standard programming language of the Web), the interactivity and graphics of the classes are developed using a combination of CGI scripting, Java, C++ programming, Shockwave plug-ins and Macromedia Director, a program considered an industry standard for creating and distributing interactive applications.

The presentations do not incorporate a lot of sound or animation, says Elkeles; rather, a major consideration in the design of the learning modules is cross-platform compatibility so they perform equally well on Qualcomm's wide range of computers which include PCs, Macintosh, and UNIX-based units.

"What we wanted to do is build something that could go cross-platform and would take into consideration the most ancient computer which might be on the network," says Elkeles. "There are employees who don't have sound cards on their PCs—which precludes us from using audio components. We do not have video-to-the-desktop because of the bandwidth constraints of our network." That's not to say that Elkeles has not planned to incorporate these features in the future; dropboxes for future video applications have already been designed into the presentations.

A major consideration in the design of the learning modules is cross-platform compatibility so they perform equally well on Qualcomm's wide range of computers which include PCs, Macintosh, and UNIX-based units.

While Elkeles seems to have the technical aspects of the intranet-based learning system in hand, she admitted her biggest challenge is to engage "more learners" to utilize the system. "It's all about how you market your tools internally and how you get people excited about using the Web. There are still people in this world who don't want to utilize technology and don't want to go to the computer. And it is trying to get that population to go there. We miss some of our potential audience because of this."

As for advice to those thinking about instituting an intranet-based information system, Elkeles says that companies and institutions should establish their networks for what they can build for today, and build for the systems which currently exist within that organization. "Build your applications for the technical capabilities you have now. While we built the backbone of our system some three years ago, taking into consideration what we had then in terms of equipment and technology and what we have now, our foresight has allowed us to do a lot of sophisticated things," Elkeles says.

"Overall," she concludes, "the drawbacks to intranet-based training are virtually nil." ■

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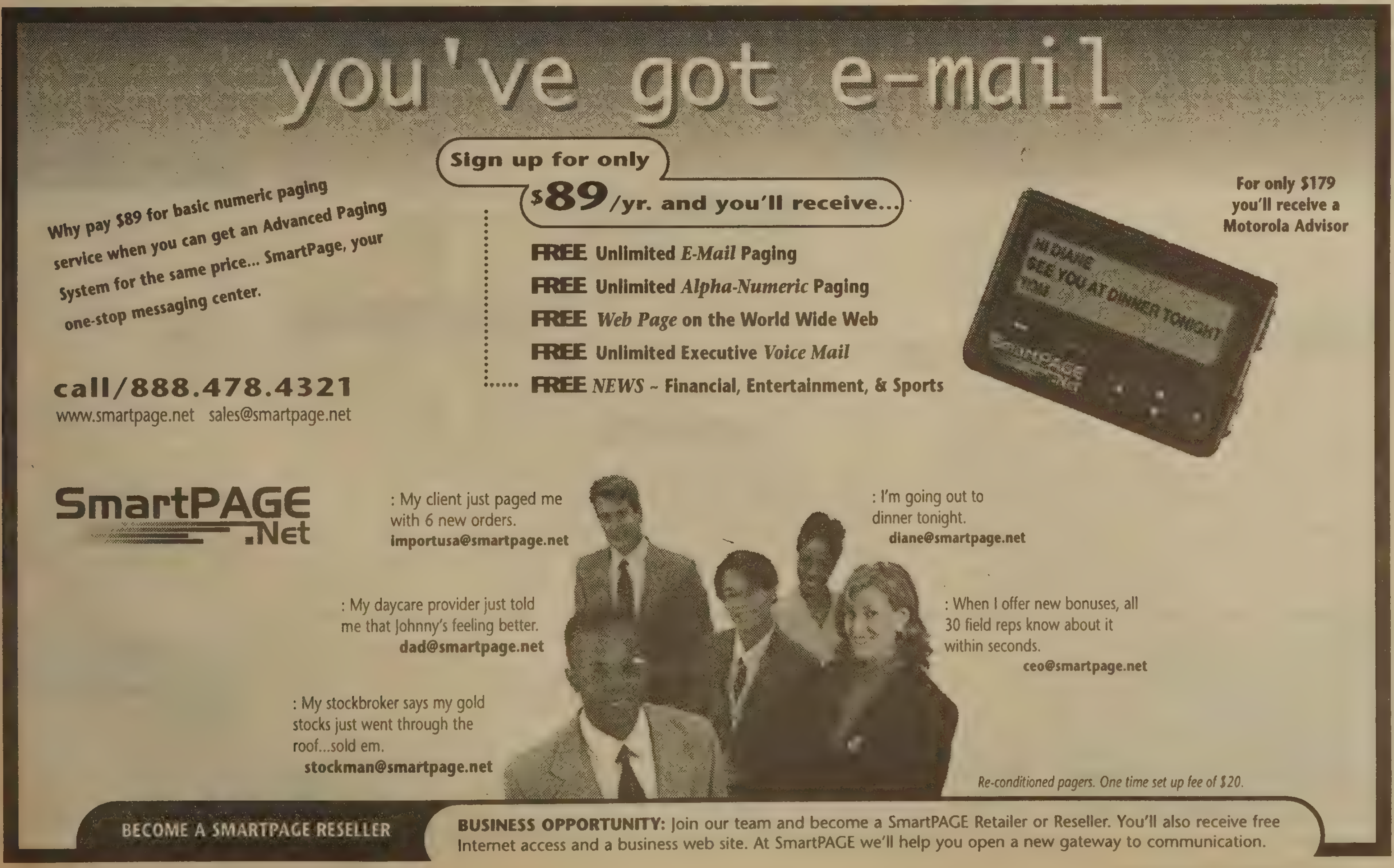

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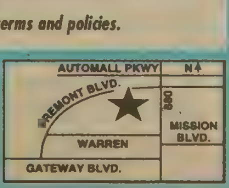

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Pentium II-300 (Super Micro) ATX	1528
Pentium II-266 (Super Micro) ATX	1388
Pentium II-233 (Super Micro) ATX	1298
PP-180 (Intel Venus) ATX	1128
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MMX-P166/512K (Intel Triton TX)	628
CYRIX MX-P200/512K (Intel Triton TX)	598
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MMX-P166/512K (INTEL TRITON TX)	78	178	298	378
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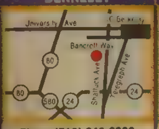

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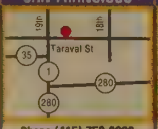

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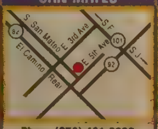

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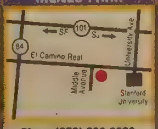

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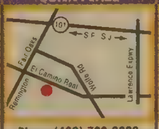

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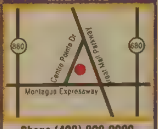

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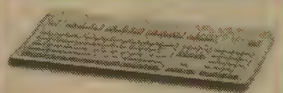

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FK6200W/7200W	18 / 23
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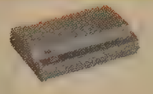

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SUPRA 33.6 Fax Modem Int (Bulk)	52
SUPRA 56.6 Fax Modem Int	69
US ROBOTICS	
Sportster 28.8 FM with Voice Int	29
Sportster 33.6 Data Fax Modem Int (Retail)	72
Sportster 33.6 Data Fax modem w/Voice Int (Bulk)	84
Sportster 33.6 Data Fax Modem w/Voice Int (Retail)	88
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Sportster 56.6 Internal w/o Voice (Bulk)	94
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Sportster 56.6 Internal w/Voice (Retail)	164
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PT770 17" 1600•1200 .25	567
PT771 17" 1600•1200 .25	588
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G810 21" 1600•1200 .25	937
P810 21" 1600•1200	1037
PT 813 21" 1600•1200 SonicTron	1188
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VPA138 / VPA140	1298 / 1398
VPA145 / VPA150	1488 / 1988

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Videoconference Kit – Camera and Capture Card	148
16-Bit Sound Card	12
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Altec Lansing Speakers ACS 55 / ACS 500	145 / 248
CD Writer Yamaha CDR-4260TPC SCSI Int	538
CD Writer Yamaha CDR-4001tipc Rewritable IDE Int	538
Creative Sound Blaster 16 SCSI II	68
Creative Sound Blaster 16 PNP	33
Creative Sound Blaster 32 PNP	59
Creative Sound Blaster AWE 64 Value (Bulk)	65
Creative Sound Blaster AWE 64 Value (Retail)	82
Creative Sound Blaster AWE 64 Gold (Bulk)	152
Creative Sound Blaster AWE 64 Gold (Retail)	172
CD-ROM 6X IDE / 8X IDE	36 / 40
CD-ROM 12X IDE / 16X IDE	44 / 50
CD-ROM 20X IDE / 24X IDE	51 / 52
CD-ROM 32X IDE	74
Mitsumi 6X 6-Speed IDE	44
Mitsumi 16X 16-Speed IDE	54
Mitsumi 24X 24-Speed IDE	60
Mitsumi 32X 32-Speed IDE	75
NEC 16-Speed SCSI / 24-Speed SCSI	78 / 88
NEC CDR 4300 6x4 IDE CD Changer	65
NEC CDR 4300 8x4 IDE CD Changer	86
TEAC 24X 24-Speed IDE	63
TEAC 32X 32-Speed IDE	74
TEAC 16X 16-Speed SCSI	76
Toshiba 24X 24-Speed IDE	66
Toshiba 32X 32-Speed IDE	75
Toshiba 12X 12-Speed SCSI	84
Toshiba 32X 32-Speed SCSI	96
Speakers 60W/80W	9 / 11
Speakers 180W / 300W	22 / 38
Yamaha Speakers M7 / M15	36 / 58
Yamaha Speakers M25 / M35	98 / 128
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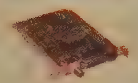

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T-4000T 8.0GB SCSI Int w/tape	333
Tape for 800MB	27
IOMEGA	
Jaz SCSI Drive 1.0GB Insider	268
Jaz SCSI Drive 1.0GB External	368
Jaz SCSI Drive Cartridge	93
Zip Drive 100MB IDE	88
Zip Drive 100MB External Parallel	135
Zip Drive 100MB External SCSI	135
Zip Drive 100MB Cartridge	15

VGA CARDS

SVGA ISA w/1MB	27
Cirrus Logic PCI w/1MB	19
Cirrus Logic PCI w/MPEG 1MB	23
S3 Virge 3D w/2MB EDO	35
Trident PCI w/1MB	18
Trident PCI w/1MB MPEG	21

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3D Xpression 2MB EDO	43
3D Xpression+ w/o TV 2MB	58
3D Xpression+ w/o TV 4MB	72
3D Xpression+ w/ TV 2MB	69
3D Xpression+ w/ TV 4MB	84
All In Wonder 4MB	150
Mach 64 2MB	48
Pro 2MB VRAM	68
Pro 4MB VRAM	78
ProTurbo w/TV 4MB SGRAM	108
ProTurbo w/TV 8MB SGRAM	152
TV Tuner	84
WinCharger 1MB	26
Xpert@Work 4MB AGP	126
Xpert@Work 4MB PCI	116
Xpert@Work 8MB AGP	168
Xpert@Work 8MB PCI	156
Xpert@Play 4MB AGP	146
Xpert@Play 4MB PCI	136
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Stealth 3D 3000 PCI 4MB (VRAM)	134
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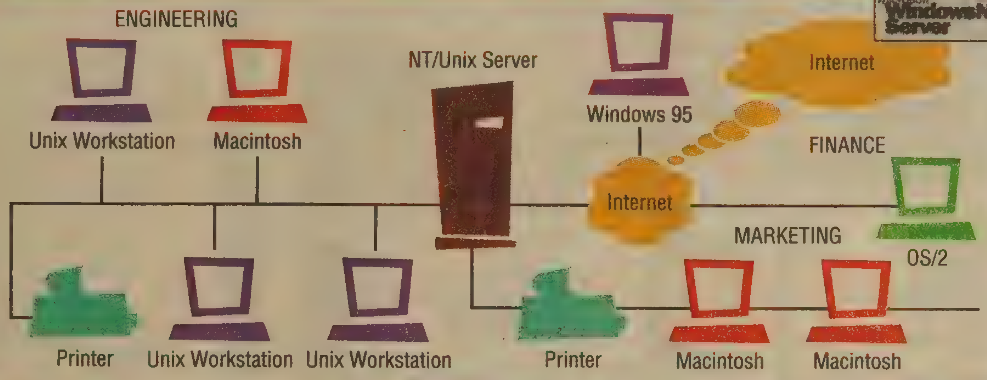
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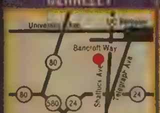
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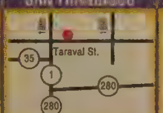
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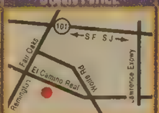
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ADVERTISERS INDEX

CLASSIFIED ADVERTISING SECTION STARTS ON PAGE 187

9 NET AVENUE ... 2B
A&A TECHNOLOGY ... 147
AAA MEDIA ... 40
ACER FACTORY OUTLET STORE ... 18
ACME MICROSYSTEMS ... 217
AIM COMPUTER ... 96, 97
ALPHA TELECOM, INC. ... 117
AMERICA COMPUTERS ... 27
AMERICAN ADVANTECH CORP ... 39
AMERICAN MULTI SYSTEMS ... 52
AMT INTERNATIONAL ... 102
ANAWAVE SOFTWARE ... 129
API COMMUNICATIONS ... 6
APPRO INT'L ... 18P
ARESCOM ... 37
ARISE COMPUTER ... 133
AROMA COMPUTER ... 98, 99
ART MULTIMEDIA SYSTEMS ... 103
BAY AREA MICRO, INC ... 118, 119
BCSA COMPUTERS ... 61
BELMONT SYSTEMS ... 148, 149
BENITEK COMPUTER ... 89
BESQ SYSTEMS ... 24, 25
BETA 90'S ... 4
BG COMPUTER ... 75
BOLD DATA TECHNOLOGY ... 18F, 18G
CALIFORNIA LS ... 53
CALLAN CORP ... 127
CALTRON INDUSTRIES ... 12
CELAN TECHNOLOGY ... 205
CENTRAL COMPUTER ... 48, 76–85
CENTURY GRAPHICS ... 26
CHEM USA CORP ... 29
CHICOTEC ... 87
CITYCOM ... 30, 31
COMP EXPRESS ... 141
COMPU D ... 132, 186, 202
COMPUTER LEARNING CENTER ... 146
COMPUTER RENAISSANCE ... 146
COMPUTER SOURCE ... 225
COMPUTOWN ... 11
COMTEK COMPUTERS ... 143
CONCENTRIC NETWORK ... 2H, 180
CPU & MEMORY EXCHANGE CLUB ... 151
CYBERTEK COMPUTER ... 54
CYBERVISION ... 2E
CYPRESS COMPUTER ... 33
CYRIX ... 2K
COMPUMART ... 131
D NET ... 8
DECAVIEW ... 2F, 2G
DIAMOND LANE ... 146
DISK DRIVE DEPOT ... 3
DISKS DIRECT ... 55
DJ COMPUTERS ... 173
EDC SYSTEMS ... 150
EDIMAX COMPUTER CORP. ... 50
ELECTRA TYPOGRAPHY ... 160
EVERGREEN COMPUTERS INT ... 176, 177
ENVISIONS SOLUTION TECHNOLOGY ... 22
FASTLINK NETWORK PRODUCTS ... 153
FINE TEC ... 69
FOR U COMPUTER ... 44
FORTUNE MICRO ... 100
FULL PAGE ... 212
FUTURE COMPUTING SOLUTIONS ... 107
GIGABYTES ... 94
GOLDEN VALLEY SYSTEMS ... 123
GRANITE DIGITAL ... 66
GOLDEN MICRO COMPUTERS ... 145
HALTED SPECIALTIES ... 57
HD SYSTEMS ... 34, 35
HI-TECH USA ... 218–221, 223
HIQUALITY SYSTEMS ... 18M
HITRON SYSTEMS ... 134–136
HKG COMPUTERS ... 171
HYPERSURF INTERNET SERVICES ... 128
ICON MICROSYSTEMS ... 113
ICONIX ... 209
IDT WINCHIP C6 ... 2I
IIYAMA ... 159
INPUT AUTOMATION ... 23
INREACH INTERNET ... 18, 18A
IQ INFOQUEST ... 72, 73
ITS CD ... 26
INTERPRO ... 169
J&K TECHNOLOGY ... 41
JPS NET ... 18N
KINGSTAR COMPUTER ... 9, 183
K SQUARE COMPUTERS ... 111
LAITRON ... 62–65
LEGEND COMPUTER ... 45
LEX MICRO SYSTEMS ... 36
LINDEN MICRO TECH ... 164, 165
MAC ... 121
MACTICA ... 66
MAGIC COMPUTER ... 207
MAGITRONIC ... 2L
MARIN COMPUTER RESOURCE ... 18J, 18K
MARKET PRO ... 209
MDI TECHNOLOGY ... 157
MEDIA ON ... 18B–18E
MEMORY WORLD ... 179
MERCURY COMPUTER ... 224
MERIDIAN COMPUTER SYSTEM ... 71
MIC COMPUTER ... 5
MICRO SONIC COMPUTER ... 46, 47
MICROSOFT ... 2C
MICROTIMES QUOTATION HOTLINE ... 48, 49
MICROTIMES SUPERSTOPS ... 180, 181
MICROTIMES WEBSITE ... 155
MINI MICRO SUPPLY ... 19
NCAL COMPUTER SOURCE ... 114, 115
NETIS TECHNOLOGY ... 95
NORDIC COMPUTERS ... 12
NETWORK ASSOCIATES ... 161
NEW RIVER ... 167
OST, INC. ... 109
PALO ALTO MICRO ... 224
PAULUS COMPUTER CORP. ... 94
PC DOCTOR ... 51
PC TEN ... 101
PIXEL USA ... 214, 215
POLYWELL COMPUTERS ... 16, 17
PROVEN TECHNOLOGY ... 43, 150
PARAMOUNT COMPUTERS ... 125
PERFECT SOLUTION MULTIMEDIA ... 185
RECORTEC ... 21
RIX TECHNOLOGY ... 13
ROBERT AUSTIN CORP. ... 201
SAMPO ... 2J
SCEPTRE ... 2A, C3
SILICONRAX ... 2D
SLIP.NET ... 7
SMART PAGE ... 213
SOFTWARE CENTER ... 209
STARLITE ELECTRONICS ... 59
STORAGE SYSTEMS ENG. ... 74
SUPERCOM ... C2, C4
SWEET MEMORY ... 15
T-ZONE CORPORATE RESEARCH, INC ... 138, 139
THE PC DOCTOR ... 51
TSOFT ... 140
UMIRACLE MICROSYSTEMS ... 90–93
UNITED MICRO SYSTEMS ... 67
UNIVERSAL COMPUTER PRODUCTS ... 163
US BROADNET ... 130
USM DISTRIBUTORS ... 167
UTRON ... 18H, 18I
VARIANT MICROSYSTEMS ... 207
VERIO NORTHERN CA ... 142
VALUE NET INTERNET SERVICE ... 152
WEDGE TECHNOLOGY ... 18L
WESTECH MICRO ... 222
WORLD NET MICROSYSTEMS ... 210, 211
YNN (MIBX) ... 184

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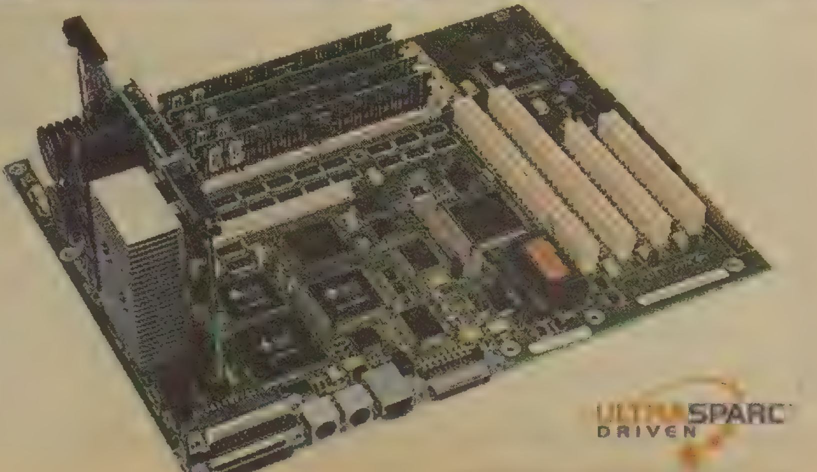

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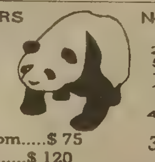

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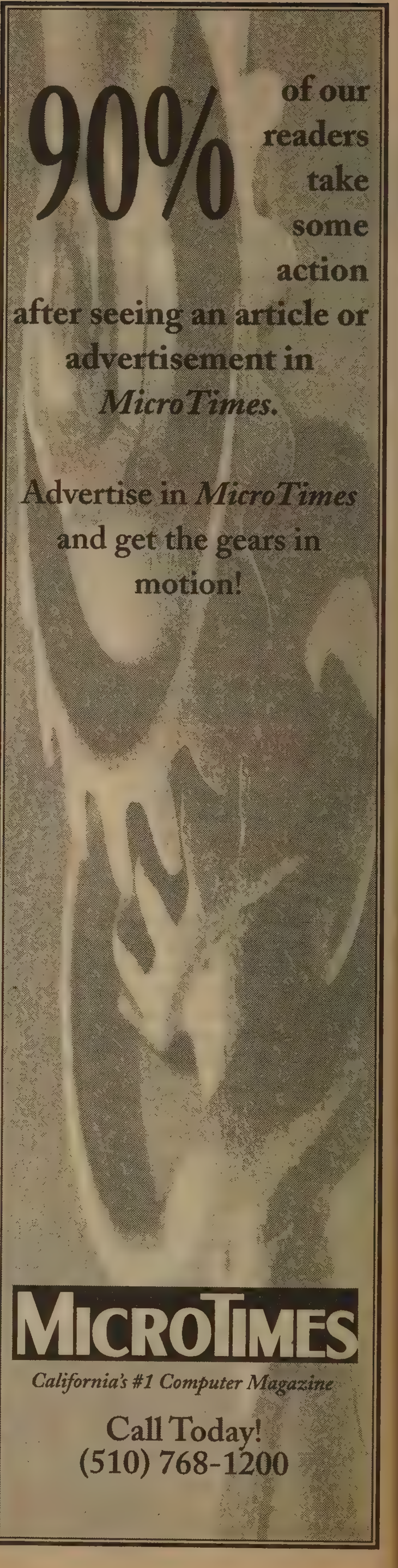

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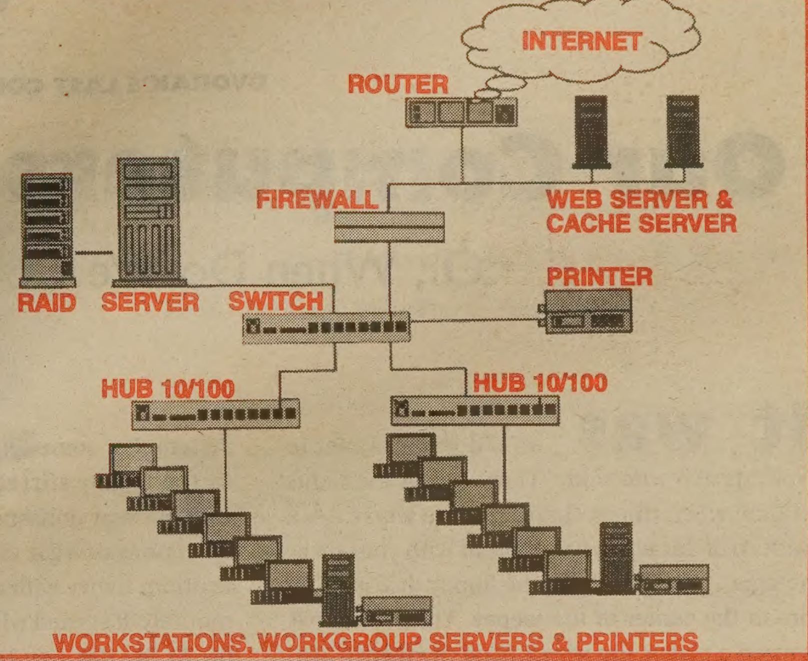
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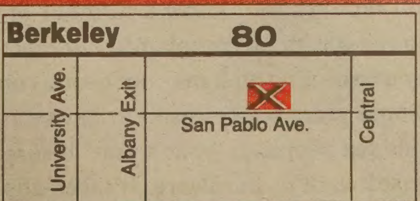

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DVORAK'S LAST COLUMN • BY JOHN C. DVORAK

Our Computers Are Killing Time

Or, When Do We Get Something That Works?

It was an old Indian I met in New Mexico who said, "There are 44 moments in time when things change for the worse. It's a pattern of decay. It's no different with your technologies." He then threw the floppy disk into the fire in the center of the teepee. This, of course, caused a plastic fire which filled the teepee with smoke. Black smelly smoke. In his haste to poke the disk out of the fire, the disk got stuck to the stick. He flung it around wildly until the disk flew off the stick and stuck like glue, still burning, onto the side of the teepee. This wasn't good. The teepee itself began to burn and within five minutes was nothing but a heap of ashes.

The old Indian stood there with a tear in his eye. "See how dangerous these computers are!" He looked to the sky and shook his fist at the heavens. "I curse you Microsoft!"

Typical, I thought to myself, blame Microsoft for everything. I had myself been blaming Microsoft for the decimation of not one but two of my computers. One machine was made unusable by my idiotic attempt to install Windows 98 onto it as a lark. It seemed fine but too many programs didn't work. This is the trend with these computers. Eventually, all software will be Microsoft because nothing else will run. For this assertion I'm called a Microsoft "basher." Anyway, the uninstall of Windows 98 is what really caused the problem. My computer never ran after that and I have to ask myself, "What was I thinking?" This was a beta and betas seldom work right. That's why they are called beta. The trouble is that over the years Microsoft has been releasing betas that have run fairly well and the Windows 98 beta has a good reputation. I know a number of people who run it with no complaints. But exactly what they are running on it may not be too complex.

Some years back, I used to have a rule and would tell people to "wait a year" before buying any software or hardware. It takes about that long for the serious bugs to be worked out of the system. For some dumb reason I got caught up in the frenzy stirred up by Netscape and its Internet year nonsense. Waiting a year suddenly became waiting a month. Then there was the Pentium frenzy with a new machine coming out monthly. It started with the Pentium 60, then the 66, 75, 90, 100, 133, 166, 200, 233, 266, 300—how many clock speeds do we need? Yikes. It seemed ridiculous since the incremental differences just confuse the market. I think jumping 66 to 133 to 300 would have been fine, but I sure don't want to tell Intel how to do its job. Imagine, though, if those were horsepowers in car engines. Do you think GM would offer all those options?

In some ways, my grumblings about beta code that doesn't work is the worse fear of a software company. "It's beta, you idiot! It's *not supposed* to work." Still, it should work better than this!

On my second computer, I attempted to install Windows 98 with the same result, disaster. This time it generated a horrid boot-up Windows Protection Error—the worst thing that can happen—and the product simply wouldn't install. It got to the 14-minutes left mark, couldn't identify some hardware, and died right on the spot. Each attempt to reboot got stuck at the 14-minutes left position. Curiously, the Windows 98 boot disk that the installation created didn't work right. Whatever CD-ROM driver was put on there simply wouldn't see the CD-ROM on the system. This to me was incredible. Examples of both uninstall and the emergency boot disk not working is inexcusable and I have to assume that Microsoft is rushing this thing to market.

It's possible that Microsoft has put itself on a growth treadmill that it cannot sustain much longer. There is absolutely no reason Microsoft should be doing anything more than fixing bugs in Windows 95—we don't need a new, even more bloated OS. My friends who are using and happy with Windows 98 say it works better than Win 95. I ask, "How can it work better over time as the code size has gotten massive?"

Back during the transition from CP/M to MS-DOS a lot of patchwork programs were put on the market. Old 8-bit, Z-80 programs were patched to get them to work on the 8080. There were a number of guys who could do this better than anyone and they'd be hired to come in and patch a program to get it to work so it could be rushed to market. When the product was done it worked fine but couldn't be easily fixed or upgraded because the code was a mess. This was called spaghetti code. These fix-it types never bothered to document anything and more than a few programs spent years in limbo until they could be recoded from scratch.

Windows in an odd way is similar to this. While not spaghetti code in the old sense, it's becoming spaghetti code. I say this because of its weird design and its reliance on flaky DLL's for overlays. Even worse is the registry. The problem I had with the machine that choked on the Windows Protection problem and wouldn't boot was eventually traced to a bad bit someplace in the registry. It couldn't be corrected because no techie in his right mind at Microsoft or elsewhere will touch the registry. And apparently nobody knows how it actually works. In fact, Windows should be rebuilt from the ground up using a different design theory. But even Microsoft doesn't want to do this.

Some people would argue that Windows NT is Windows built from the ground up, but I'm not convinced that Windows NT is the answer. This is a serious corporate-type operating system. While old-timers always criticized DOS for being not much more than a file loader, saying that it was not a *true* operating system, I wonder if that isn't all we should really have on these machines.

Too late to go back now. So I'll just sit here and suffer. Just like the Indian. ■

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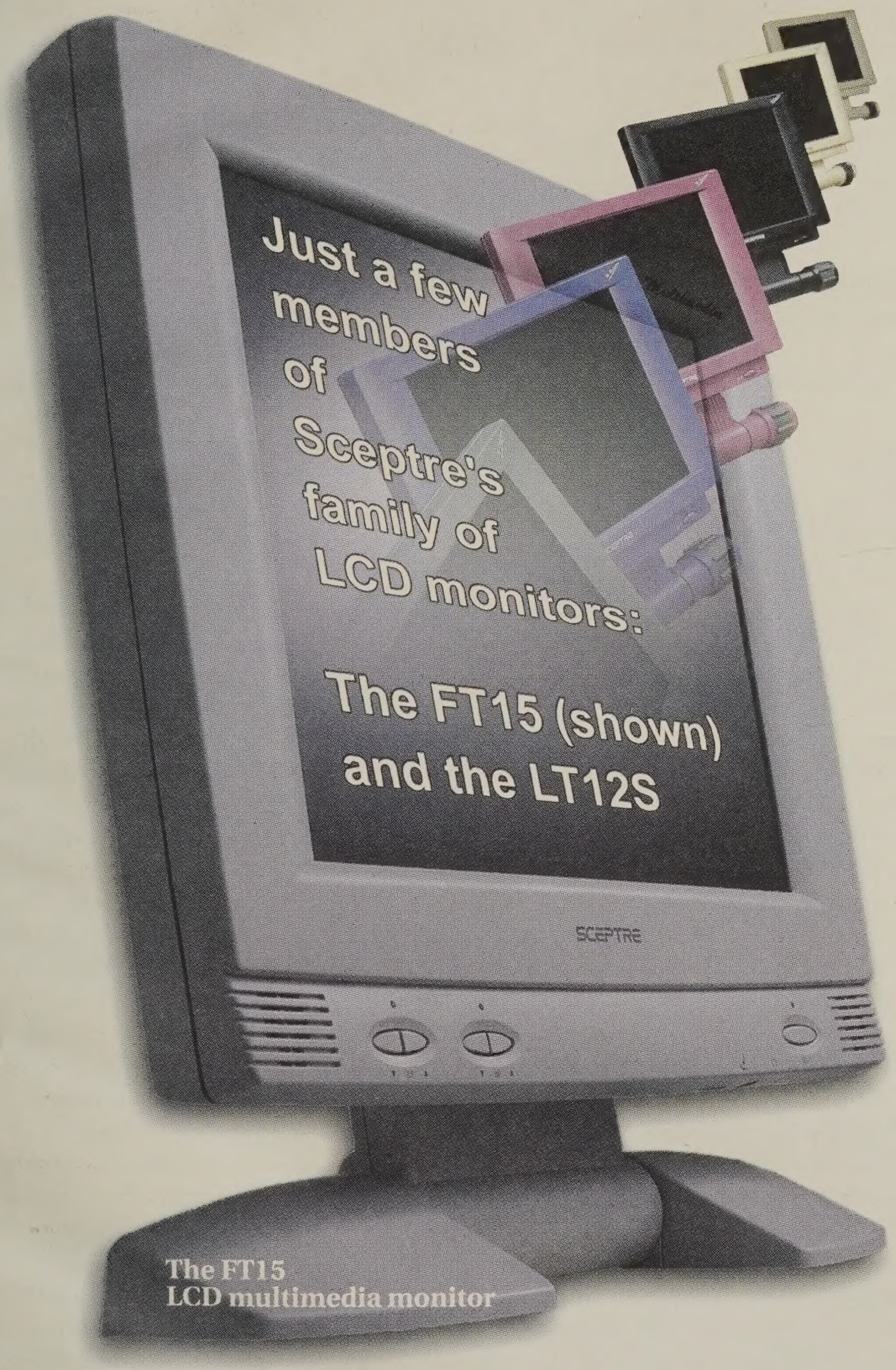
Been There, Done That!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